

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 78

FEBRUARY 4, 1928

Number 5

Reference Dept.  
7th Floor

# Jamison

How we meet the challenge in every essential point is to be the subject of a series of advertisements that will follow this announcement. It will be well worth your while to read them. Here are the specific requirements;—they constitute a

## Five Point Challenge

- 1 Build doors which—WHEN CLOSED—MAKE PRACTICALLY A SOLID WALL, because of sure, tight seals and door insulation equivalent to the wall itself.
- 2 Build doors which CLOSE AND SEAL QUICKLY and surely, and which further reduce air-flow by requiring minimum wall opening.
- 3 Design doors that HARMONIZE with their surroundings and which PASS the most stringent SANITARY INSPECTION.
- 4 Build doors to avoid troubles due to swelling, shrinking and warping and to ENDURE FOR YEARS despite heavy duty and abuse.
- 5 Build doors so efficiently, because of long experience and volume production, that it is possible to combine ALL of these requirements in a single door at MODERATE COST AND LOW UPKEEP.

THANKS to insulation men, engineers and architects, the walls of cold storage space are today insulated to a high degree of efficiency. But cold storage without openings—especially door openings—is impossible. Doors large enough to make easy the handling of goods, yet so designed and constructed as to retain the efficiency of the plant, are in themselves a problem worthy of specialized engineering skill and practical development. As the oldest, most experienced manufacturers of cold storage doors, we recognize the problem and accept the challenge.



F. M. Aday—refrigerating engineer with 23 years' practical experience in the erection, equipment and maintenance of refrigerating plants—now Sales Manager of the Jamison Cold Storage Door Co.

Mr. Aday has set down this "FIVE POINT CHALLENGE" after consultation with many refrigerating engineers and practical operating men.

## Cold Storage Doors

Write for  
Catalog

JAMISON COLD STORAGE DOOR CO., HAGERSTOWN, MD., U. S. A.



THE fame of this marvelous new "BUFFALO" Machine is spreading throughout the country.

Already many of the largest packers and sausage makers are using it and swear by it.

Equipped exclusively with the famous H. & S. Superior Piston—will not leak air, meat or water!

Features of design found in no other stuffer are included in the "BUFFALO," enabling you to turn out more work at less cost at almost unbelievable savings in time, labor and air pressure.

*It will pay you to investigate the new  
"BUFFALO" Stuffer*

**JOHN E. SMITH'S SONS CO.**

*Patentees and Manufacturers*

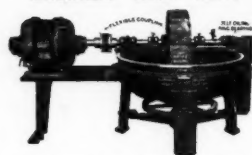
50 Broadway

Buffalo, N. Y., U. S. A.

**"BUFFALO"**

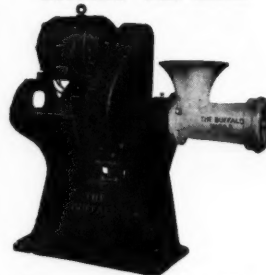
SILENT CUTTERS ~ GRINDERS ~ MIXERS ~ STUFFERS  
SCHONLAND CASING PULLER

"BUFFALO" Silent Cutter



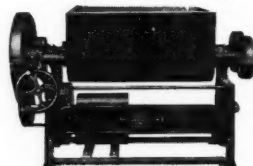
Produces the finest quality sausage meat.

"BUFFALO" Meat Grinder



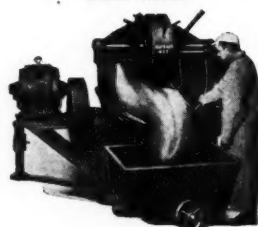
No more grinder troubles when you install a "BUFFALO."

"BUFFALO" Meat Mixer



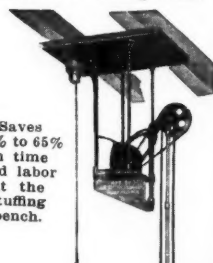
Mixes meat most thoroughly in least time.

"BUFFALO" Self-Emptying Silent Cutter

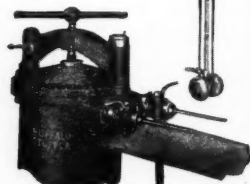


Cuts and empties a bowl of meat in 4 minutes.

SCHONLAND Casing Puller



Saves 50% to 65% in time and labor at the stuffing bench.



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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York

## Figuring Costs in the Meat Plant

**You Can't Sell Your Hams and Bacon  
at a Profit if You Don't Know Costs—  
How to Figure Smoked Meat Operations**

Every meat packer is faced with high costs and narrow margins of profit. Therefore he is looking into his operations to see where costs can be reduced without reducing efficiency.

It is of vital importance to know costs, if product is to be sold intelligently and at a profit. The only way to really know costs is to make a test on operations and find out exactly what they are.

A cost figure should be established for every fixed operation in the packinghouse. Otherwise there is no means of knowing where the leaks are, or whether the best results are being realized on the time and labor used.

One of the principal operations in the packinghouse where meats are processed is that of smoking and packing for shipment.

*What does it cost to smoke meats?*

*How is such a cost arrived at?*

*What should be included in figuring the cost of smoking meats?*

A test on smoked meats to figure cost should cover every possible item. And each item should be considered in its proper place.

### What Test Should Show.

First, the loose S. P. cured value of the product going into smoke must be known.

Then the shrink in smoke must be considered. In addition, there

is a floor shrink to be taken into account.

The overhead costs will include operating labor, smokehouse fuel whether wood or gas and sawdust, power and lights, operating overhead, etc.

After the meats are smoked they are wrapped in paper and packed in crates. The cost of materials and handling through this operation must be added.

The cost of the product laid down in the buyer's place of business may also be figured. This can be done by adding the cost of selling and freight to the production cost of the smoked meats, arrived at by means of this test.

### Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

If the provision man will study carefully the test here given, and work it out as adapted to his own conditions and costs, it should prove of great value to him.

Only by knowing his costs is he in position to sell product to advantage or to know where he stands when the market is against him.

### Figuring Smoked Meat Costs.

1. Loose cured.—S. P. weight to smoke is net weight. After allowing customary drainage of 4 per cent on hams, 5 per cent on S. P. bellies and 1 per cent on dry cure bellies and squares.

2. Floor shrink.—This is based on average climatic conditions, and is for meat held 24 to 72 hours after coming off of smoke and before wrapping.

3. Cost per 100 lbs. smoked after deducting shrink.—In figuring this, always divide price by yield. It is wrong to multiply by shrink. As an example: Hams, \$16.50 (S. P. value divided by yield of 90 per cent equals \$18.34; bellies, \$18.00 divided by yield of 87½ per cent equals \$20.57, and so on.

4. Operating labor.—This is the labor based on average operations. It includes all wash room and smokehouse direct labor, handling, packing, loading, etc., except wrapping and tying.

5. Cost of wrapping materials.—The cost of burlap, closely sewed is approximately ½c higher than parchment wrapping on fancy hams, and ¾c higher on light fancy bacon. Also white muslin costs about ½c lb. more than parchment on standard bacon and hams. When stockinets are used the

See next page for smoked meat test form for figuring.



cost of material and labor is approximately  $\frac{1}{4}$  c per lb.

6. **Finished costs.**—These are costs based on S. P. values, loaded in cars or on trucks at the plant, and nothing in the way of salesmen's expenses or delivery costs are included.

**Fancy hams.**—Roughly, shrink costs 2c a pound; wrapping and tying in parchment and boxing, 1c; labor, other expenses and overhead, another  $1\frac{1}{4}$  c. This is more than  $4\frac{1}{4}$  c a pound over S. P. values to get final cost, f. o. b. plant.

**Fancy bacon.**—Shrink and wrapping come higher, making conversion cost

about  $6\frac{1}{4}$  c lb.; standard bacon 5c; breakfast squares, over  $4\frac{1}{4}$  c.

Assuming roughly freight to be 75c cwt., and "cost to sell"—covering salesmen's salary, travelling and other expenses incidental to selling—to be \$1.00 per cwt., the actual finished cost delivered in the customer's place would be \$1.75 higher than plant cost.

In other words, freight and selling expense are important factors in correct selling price.

#### 1928 AGRICULTURAL OUTLOOK.

Higher average prices for beef cattle for slaughter, and no material change

in hog prices beyond seasonal fluctuations until next fall and winter, are anticipated in the 1928 Agricultural Outlook, issued by the U. S. Department of Agriculture on January 30.

Commenting on the general agricultural outlook and that portion relating to the meat and produce situation, the department says:

"The agricultural industry as a whole may anticipate a domestic market situation certain for the 1928 production at least equal to that of the present winter, with the possibility of some improvement. Foreign demand for the agricultural products of 1928 probably will be no better than it was for those of 1927.

"Beef cattle for slaughter and as stockers and feeders seem reasonably certain to meet a market in 1928 that will average higher than in 1927 although the peak prices of that year may not be equalled.

"Hog prices seem likely to show some strengthening but no very material change beyond the usual seasonal fluctuations until next fall and winter when market supplies will probably be affected by the curtailed production resulting from the present unsatisfactory price situation.

"Some improvement in the domestic demand for pork is anticipated, but export demand during the greater part of 1928 promises to be even lower than in 1927.

"Poultry producers have favorable prospects of a higher level of prices for both dressed and live poultry at least during the first half of the year because of lighter supplies in storage and prospective favorable demand.

"The dairy industry appears to be in fully as strong a position as a year ago, with indications of only moderate expansion in production.

"Corn acreage for the entire country in 1928 will probably show little change from last year if normal weather prevails at planting time. With average yields, a 1928 crop about equal to 1927 may be expected and with the more normal geographic distribution of the crop prices are more likely to approach the average for the 1926 crop than those which have prevailed to date for the 1927 crop."

#### PROFIT IN QUALITY SAUSAGE.

The H. H. Keim Company of Nampa, Idaho, produced approximately 150 tons of sausage during 1927. This is quite a volume for a market such as that surrounding the Idaho town. But Stanley Keim is a firm believer in the idea that quality and service in the sausage business is a sure money-maker. The volume of business done by this concern during 1927 seems to prove that he is right.

#### SHORT FORM SMOKED MEAT TEST

Based on loose f. o. b. Chicago market carlot quotations on new cure S. P. meats

	Fancy Regular Hams 12/14 lbs.	Fancy Bacon 4/6 lbs. (Dry Cure)	Standard Wide Bacon, 8/10 lbs (S. P. Cure)	Fancy Dry Cure Breakfast Squares $1\frac{1}{2}$ to 3 lbs. (From Jowls)
Loose Cured - Value into smoke, c per lb. ....	—	—	—	—
Shrink in smoke....	$8\frac{1}{2}\%$	11%	$11\frac{1}{2}\%$	$10\frac{1}{2}\%$
Floor shrink .....	$11\frac{1}{2}\%$	$11\frac{1}{2}\%$	$11\frac{1}{2}\%$	$11\frac{1}{2}\%$
Cost per 100 lbs.	—	—	—	—
smoked, a/c shrink	10%	$12\frac{1}{2}\%$	13%	12%
Operating labor, per 100 lbs. ....	.60	.75	.60	.75
Wood, gas and misc'l supplies, per 100 lbs. ....	.15	.15	.15	.15
Power and lights, per 100 lbs. ....	.07	.07	.07	.07
Car icing, per 100 lbs. ....	.03	.03	.03	.03
Operating overhead, repairs, etc., per 100 lbs. ....	.15	.15	.15	.15
Cost of absorbent pa- per, glazene and white parchment, with labor for wrapping and tie- ing only per 100 lbs. ....	.55	.75	.60	1.00
Cost of 100 lbs. crates .....	.45	.45	.45	.45
Office expense, sales dept. and misc'l. ex- pense (no salesmen or road expense included) per 100 lbs. ....	.15	.15	.15	.15
General overhead, administrative in- terest, taxes, de- preciation, etc. per 100 lbs. ....	.25	.25	.25	.25
Finished cost, f. o. b. plant, wrapped and tied in parchment, packed in 100 lb. crates, per 100 lb. ....	—	—	—	—



# Why Do Packers Buy Hogs in the Country?

*Because That is Where They Must Go to Get Necessary Hog Supplies*  
*Review of the Facts By an Expert*

Why have packers gone into the country for part of their hog purchases?

*Because that is where so many of the hogs are offered for sale.*

Packers with large investments in plants at central markets have found it necessary to keep these plants going with hogs of a quality and cost comparable to those of their competitors.

This is necessary because there is no margin in trade channels on product manufactured at the central markets over that produced at outlying points.

## What Handicapped Packers.

Packers who formerly depended on hog supplies at central markets to keep their plants going found themselves considerably handicapped by the following conditions:

1. Reduction in hog supplies due to purchases of packers located near or in the areas of production.
2. Purchases of packers located in low-producing areas who go to the source of supply of the central markets for their raw materials.
3. Order buying on the central markets for shipment to packers operating on a quick turn-over basis.

The practice of direct or country buying has been charged with results that are directly attributable to economic conditions rather than to any change in the packer method of hog buying.

## What Brought It About.

Answers to the principal of these charges may be found in the following statement of facts:

The average price of hogs dropped about \$3.50 per hundred-weight during the past year, or some 28 per cent. The average price of the principal products from the hog dropped 26 to 28 per cent. Exclusive of the drop in the price of lard, which comprises

such a considerable percentage of the hog carcass.

This drop in hoof prices followed the drop in product prices, due to the forcing of normal exports into the domestic trade—not because of the method of buying hogs.

The relation between supply and demand is not changed by direct buying.

## Supply and Demand Still Rules.

Even if the packer had one-third or more of his supply in hand when he went into the market to buy the remainder of his hogs, this has no influence on price. For every hog bought in the country the supply on the market is reduced in direct proportion to the demand for the hogs.

Country buying has increased not because of regulation at the public markets, but because of lack of hogs in relation to plant capacity at the public markets. Packers have experienced no difficulty with central market regulatory measures.

Competition for the hog supply, and the lines along which this competition has developed, were discussed in a talk given recently by Edward N. Wentworth, director of Armour's Livestock Bureau, to a group gathered at one

of the river markets to protest the practice of direct buying.

In showing why the larger packers had extended their country buying, Mr. Wentworth traced briefly the history of the development of hog receipts and hog purchases at the public markets, and showed the economic trends into which they had fallen. Salient portions of his address are given here.

## Facts on Country Buying

By Edward N. Wentworth.

In discussing the development of country buying Mr. Wentworth treats the subject historically. He tells why the packers established in Chicago 60 years ago felt it necessary to branch out into the West, with plants at river markets.

Packers built these plants anticipating hog production which in later years has not come up to expectations in some instances. He points to the fact that hog production in the states of Missouri and Kansas in 1927 was only .78 per cent of the 1910 production.

Packers originally laid out their plants according to a scheme of livestock slaughtering and of a concentration of livestock production in line with what they felt would be the developmental possibilities of the country.

The possibilities which they thought they saw have not been realized in some cases, and the entire scene has changed so that each market along the Missouri river, and the markets just off the Mississippi river, are continually working farther and farther North to get the necessary hog supplies for their plants.

Not only is it a question of plant supply, but it is a question of furnishing the necessary pork products and provisions for the people who live in the South.

## Factors in Increasing Costs.

This is a factor in increasing the costs. All of you know that the freight rates of this country were based on a westward to eastward movement. You know that the cost of the movement of any products across these channels of traffic is at least 10 per cent greater than moving them through the channels. Yet the discrepancy between the arrangement of the packers' slaughtering plants, as originally planned, and the modern changes in hog production are almost daily forcing increased

## Must Go Where They Are

Direct marketing is a producer's problem—not a packer's problem.

If the producer wants to sell his hogs on the public market, there is nothing to prevent him. If he wants to sell at his farm or ranch, this also is his privilege.

It is a question that every shipper decides for himself. If he decides against the public market, the packer must take the necessary steps to protect himself.

If hogs are shipped to the public markets packers will buy there. If not, packers will have to go out and buy the hogs where they are.

intermediary charges between the producer and consumer.

Yet the people of these Southwestern districts must be fed despite the shortage of their hog production. Since the use of the established marketing system was prohibitive when Southern purchasing power was considered, it was necessary to develop some other method.

Country purchase of hogs and direct shipment to the plants short of supplies seemed to be the only method of overcoming the multiplication of these public market charges, which placed the hog products at such high prices they could not compete in the Southern trade. It is obvious that if one man's dressed hog carcasses cost 25 cents a hundredweight more than those of competitors, he could not sell profitably in competition with them.

#### Had to Meet New Situation.

To consider one factor only, the north to south movement on pork products as compared to the east to west movement adds 5c a hundredweight on dressed pork. It is only natural then that some method should have been sought whereby some of these intermediary charges could be eliminated.

It was the increase in these charges for services that made it essential for packers to seek some other method of securing their hogs, especially in times of shortage.

I doubt very much, though, if the country buying movement would have gained any great force, if it had not been for the rapid increase in the business of the so-called "interior" packers, located away from the public markets in Iowa, Minnesota and Wisconsin. The rapid growth and expansion of the business of these packers suggested that they had found some competitive advantage.

And it was only when the packers at the public markets discovered that these "interior" packers were able to pay the producer more for live hogs, and at the same time have cheaper product, through country buying, that the secret of their success was disclosed. The elimination of the intermediary charges on hog marketing were the factors enabling them to expand their business on a sound economic basis.

#### Some Figures on Killing.

The claim has been made that 75 per cent of the hogs bought at public markets were purchased by big packers. I do not know whether this statement is true or not, but it means little. About 52 to 55 per cent of the hogs killed under federal inspection in the United States are killed by these four packers. Furthermore, this is only about 40 per cent of the total hog slaughter of the country.

When federal inspection was first established, the big packers killed about 65 per cent of the hogs so slaughtered. The percentage dropped to about 55 at the opening of the war, increased to 63 during the war and has dropped almost 50 per cent since.

The fundamental cause of this change lies in the fact that the by-products savings on hogs are not sufficient to offset the additional overhead costs of large plants. In the case of hogs this averages only 3.4 per cent, but in the case of sheep it approaches

20 per cent and in the case of cattle 13 per cent.

These percentages show quite definitely why the larger packers hold their position in cattle and sheep slaughter, but are losing ground somewhat in hog slaughter.

It has, therefore, been possible for the smaller packers to operate very successfully in competition with the larger packers on hog slaughter because the large packers had no advantage in efficiency over them.

#### Factors Leading to Country Buying.

There have been at least three competitive factors inside the industry that have led to the increase in country buying on the part of the large packers.

I have already referred to the "interior" packers. Up to the time of the world war they were not a particularly important factor, competitively. They killed about 5 to 7 per cent of federally inspected slaughter. Following the post-war deflation it was found that their percentage had increased to 10, while by 1926 they were doing 15 per cent of federally inspected slaughter.

Another factor that has had a very decided effect in forcing the larger packer to the country, has been the growth of the Pacific Coast packers. Since 1910 hog production on the Pacific coast has fallen off about 22 per cent, and the Pacific Coast packers have come further and further into the Central West in order to secure their supplies.

While they are occasionally found in the Kansas City and Omaha markets, they are constantly represented

#### STOCKMEN OPPOSE CAPPER BILL.

At its annual convention at El Paso, Tex., last week the American National Livestock Association, the cattlemen's national organization, adopted resolutions opposing the terms of the Capper-Hope bill now before Congress to regulate the marketing of livestock. The California plan of direct marketing was commended.

Objection to the operation of speculators on the central livestock markets also was voiced in the resolutions.

The convention adopted a resolution approving the government plan for grading and marking beef, and complimented the National Live Stock and Meat Board and the Institute of American Meat Packers for their activities in this and other directions which have been of benefit to the livestock industry.

The resolutions also included a demand for import duties on hides and an advance in the tariff on beef products.

The following officers were re-elected for the ensuing year: L. C. Brite, Marfa, Tex., president; H. G. Boice, Phoenix, Ariz., first vice-president; William Pollman, Baker, Ore., second vice-president; T. W. Tomlinson, Denver, Colo., secretary.

San Francisco was chosen as the 1929 meeting place of the association.

at such markets as Wichita, Denver, Fort Worth, Amarillo, Ogden, etc., and are regularly found buying in the country in the territory surrounding these markets.

Between 1922 and 1927 westward hog shipments from Denver increased more than 500 per cent, while federal-inspected slaughter on the Pacific coast increased from 2.6 per cent of the total inspected slaughter of the country to 3.7 per cent. This rate of increase also characterized the many plants not having federal inspection. These factors measure strikingly the increased Coast requirements.

#### Eastern Packer Buying Figures.

Still another factor has been the increased demand of order buyers all through the public markets of the Mississippi valley for Eastern packer slaughter.

From 1915 through 1925 the percentage of hogs at various public markets which were shipped east for slaughter increased from 24 to 28 per cent at Omaha, from 16 to 40 per cent at Kansas City, from 10 to 29 per cent at St. Joseph, from 38 to 68 per cent at St. Louis, and from 15 to 30 per cent at Chicago.

These Eastern packers operate on a straight turnover basis, and do not assume the responsibility of putting pork and provisions into storage. They sell their fresh cuts immediately, and dispose of their bellies, green hams, etc., through brokers or other agencies, so as to get a complete turnover on practically all their products within ten days to three weeks—the usual rate for the fresh meat trade.

They have been able to develop a big enough business in their own markets so they can operate a profitable manufacturing business without taking on the responsibility of provision storage and distribution. They operate on the basis of the current market, and have no handicap of the carrying charges involved in the holding of products three to five months after the hogs are bought.

These packers have been able to increase their business on the New York, Philadelphia, and other Eastern markets, because of the demand for Eastern-killed pork. They can usually secure from 1c to 4c per pound premium on Eastern killed fresh pork as compared to refrigerated pork.

#### Why They Can Make the Market.

An examination of market quotations will show that there is never less than a cent margin between Eastern and Western dressed pork. Since the freight rates on live hogs and dressed products are approximately equalized between the West and New York, it is possible for the Eastern packers consistently to pay 15c to 25c per hundredweight more for the type of hogs they can use than can the larger packers, because of the premium they receive for the bloom on their pork and the elimination of the storage service.

This is the reason why the order buyers for Eastern packers make the hog market. The complaint has frequently been made that big packers do not come out early and bid in strong competition with them. There is no economic basis on which they can do so, because of the competitive advantages just pointed out.

The only way in which the big pack-

ers could secure any competitive advantage would be through one of the old-fashioned cut-throat price-cutting wars which neither the government nor anyone else would tolerate. Experience has shown that this sort of thing is not only uneconomical, but never solves any business problem—it simply postpones its solution.

#### Why They Went to the Country.

The competition of these three groups of smaller packers is the principal factor which has sent the larger packers to the country. The effect has been to make less and less hogs available on the public market for the packers that are located there.

I can say frankly that the larger packers have not wanted to go to the country. But they have been forced to go out there and purchase, just the same as the off-market packers do. They would much prefer to receive the hogs at the public market adjacent to their own plants, but when the hogs do not come there, the only thing left for the packer to do is to go out after them.

#### What Caused Hog Price Drop?

It has been pointed out that the drop in hog prices during 1927 was the result of direct marketing. In response I should like to ask a few questions.

Do you think that if more hogs had been sold through the public markets this last year, that smoked regular hams would not have dropped 6½ cents per pound, or 23 per cent?

Or, that smoked picnics would not have dropped 3½ cents per pound, or 20 per cent; that smoked bacon would not have decreased 4½ cents per pound, or 16 per cent.

That fresh pork loins would not have declined 7 cents per pound, or 31 per cent; fresh skinned shoulders, 5½ cents per pound or 33 per cent; fresh Boston butts, 6½ cents per pound or 32 per cent; and boiled hams, 11 cents per pound or 36 per cent?

If you believe that by having bought these hogs through the public market you could have kept up the price of provisions, Armour and Company will employ you at double the salary of the president, the only requirement being that you guarantee your results!

The price of hogs has gone down because the price of products has gone down. The average price of hogs has dropped about \$3.50 per hundred-weight during the last year, or some 28 per cent. The average price of products quoted above dropped 26 to 28 per cent. This does not take into account also the drop in lard which occurred just ahead of this period. This drop was almost 3c in a period of about eight weeks.

These price depressions occurred because it was necessary to force the normal exports into the domestic trade. The first half of 1927 our exports were some 30 per cent under the 1926 volume, and European production is at its peak of all time. \* \* \*

#### Another Misleading Statement.

Reference has been made to the fact that one-third of the hogs in the country are marketed direct, and that the packer has one-third of his daily supply in his pocket when he goes out to buy.

This is a very misleading statement. Probably 27 or 28 per cent are in the

hands of the people who do not operate on the public market at all.

The larger packers never have had, and I doubt if they ever will have, one-third of their supply in sight when they go out to buy.

But suppose that they did have one-third of their supply in sight, or even a half, I do not care what percentage one chooses. Each hog that has been bought reduces the supply just as much as it does the demand.

It does not change the relation between supply and demand one bit, and there is no reason why the law should not operate just as it did before. If you have one-half of your hogs on hand and must operate at 75 or 80 per cent, it is just as hard to get the remainder as it would have been in the first place, because the supplies are proportionately smaller. You will find that the price level remains the same, and is entirely unaffected by direct buying. \* \* \*

#### No Effect on Price Level.

I do not believe that direct shipments have any effect on the price level either upward or downward. If hogs are so short at a market as to require supplementing, direct marketing increases, and that is all there is to it. The packer is forced to go out and purchase because the hogs are not there.

You may suggest that we can get more hogs at any market by paying a higher price there. But no market can stay out of line with others, because its products cannot be sold in competition with the products of other markets. Hence it is necessary to

supplement such markets by country buying.

Another criticism made is that there is only one buyer at country points. This may be true in communities producing a very few hogs, but it is not true where there is a large production.

A study of the concentration points and local packing plants in Iowa made by the Bureau of Agricultural Economics showed some 4 to 5 buyers in each community. In many places there were 6 to 7 buyers to whom the local shipper could sell. And always there was the competition which the seller had between the local buyer and shipper to the public market.

The statement has been made that the packer has gone to country buying in order to avoid regulation by the Packer and Stockyard Administration. This is the kind of a criticism that sounds well but means nothing.

There have been no difficulties between the Packer and Stockyard Administration and the packers over trading, and the packers have no feeling whatsoever on the matter. The Packer and Stockyard Administration has placed no handicaps on packer buying at the public market, and there is no handicap possible under honest operation. Country buying has increased not because of regulation, but because of lack of hogs in relation to the plant capacity at the public markets.

#### It Is a Producers' Problem.

Direct marketing is not a packer's problem. It is not a commission man's problem.

(Continued on page 41.)

## Propose Law to Limit Livestock Marketing

Bills have been introduced in the present session of congress by Senator Capper and Representative Hope of Kansas, known as the Capper and Hope bills, to regulate the marketing of livestock anywhere in the United States.

Their real aim is to prevent the livestock producer from selling where he pleases, and to prohibit the packer from buying where he can. Their manifest intent is to force livestock into the central markets.

#### Any Livestock Pen a Stock Yard.

Briefly stated, these bills would classify as public stockyards any facilities, however large or small, used for receiving or holding live stock, provided the live stock handled therein were sufficient in volume to establish or affect substantially the market value of live stock in adjacent territory.

Decision as to this latter point would rest with the Secretary of Agriculture. If he decided that a given receiving yards, or similar facility, came within the definition, he could refuse to let the facilities be operated longer, and force the packer to go to other markets for his livestock supply.

As he could declare the facilities to be a public stockyards, and require the owner to impose, without discrimina-

tion, fees for stockyards services to all who ship there. In either case, direct marketing as it exists at present would be impossible.

Whenever the secretary finds that in his opinion there is no necessity for a stockyards, or that any owner of such stockyards has knowingly violated any of the provisions of the Packers and Stockyards Act, or any order, rule, or regulation of the secretary thereunder, he could close the yards for a period not to exceed five years.

#### Makes Packer a Dealer.

These bills also would change the definition of the term "dealer," as used in the original act, so that it specifically includes packers and their buyers, and would make it possible for the Secretary of Agriculture to require bonds from packers.

Furthermore, it would give the Secretary full power to suspend for a period not to exceed five years any dealer or dealer's employee who had knowingly violated any of several divisions of the Act or any order, rule, or regulation of the Secretary. Review by a court of such suspensions would be as provided for in the Packers and Stockyards Act.

The proposed bills also would amend the existing act so as to give the Secretary and his agents the right of access "at all reasonable times" to packers' accounts, books, and memoranda.



## Supply Men Hear Meat Values Emphasized

Members of the National Butchers & Packers Supply Association, in annual convention at Washington, D. C., last week, heard a United States senator who is also a famous physician laud the value of a meat diet in unqualified terms.

"I have never been one of those to object to the use of meat," said Senator Copeland of New York. "To my mind there is no better way to get the precious protein and the energy-producing fat, than by the consumption of high-grade meat, poultry and meat products."

"A change has come in the American diet," continued Senator Copeland, speaking at the annual convention banquet. "Less meat is being consumed. I have no question, however, that there is just as great demand for high-grade meat products as there ever has been. The modern methods of handling meat, poultry, and meat products have contributed to a higher quality of animal food than has ever been the case before in the history of the world."

### Modern Equipment Has Helped.

"When I contrast the present day food market with the food market of my boyhood, I thank Heaven that times have changed. The chief reason for the improvement lies in the equipment, particularly the refrigerators, display cases and small machines used in this industry."

"When you sit down to breakfast in the morning, not alone do you have bacon, but you have bacon so delicately cut and prepared that it appeals at once to the appetite. The cuts of meat and the very appearance of the food handled today are in evidence of the progress of this industry."

The annual convention was held at the Hotel Washington, Washington, D. C., on January 25 and 26, with a large attendance.

Opposition to any federal legislation in connection with resale price maintenance was voiced at the meeting. The opposition took the form of a resolution, which read as follows:

### Oppose Resale Price Legislation.

"Whereas, the Federal Trade Commission has ordered a searching inquiry into the resale price maintenance practice to determine its economic merit and what legislation, if any, Congress should enact upon it; be it resolved that it is the sense of the association

"a—That a manufacturer should have the right to suggest a resale price for his product, if he cares to do so, and prevent dealers from reselling it

at a price which he believes to be unfair, detrimental and uneconomical.

"b—That this association is opposed to any Federal law empowering the government to review and revise the resale price as fixed by a manufacturer."

V. P. Warren, president of Warren & Company, Atlanta, Ga., was elected president of the association for the coming year. The other officers elected included T. A. Dowling, of Gustav J. Gruendler Manufacturing Co., St. Louis, Mo., vice president; and D. F. Lorenz, of Brooklyn, N. Y., treasurer. The directors of the association, in addition to the three officers named, include Leo Brand, of M. Brand & Sons, New York; Clarence Baier, of New Brunswick, N. J.; R. J. Bosanko, of Denver, Colo.; and Arthur D. Daemicke of Chicago.

### Consider Changing Name.

Much of the discussion at the meeting was in executive session, over which R. J. Bosanko, the retiring president, presided. Among other matters taken up in addition to the price maintenance question was that of changing the name of the association. The matter came up in connection with a more comprehensive name, but action was delayed until the next annual meeting.

T. A. Dowling, treasurer of the association, reported the treasury in very good shape.

At the opening of the convention President Bosanko appointed the following committees: Nominations—George M. Wiedemer, chairman; Charles E. Wicke, R. W. Neuburger, R. E. Ottenheimer and T. A. Dowling. Resolutions—Leo Brand, chairman; Charles W. Wenke, H. W. Mills, E. H. Ehrlich, J. Dryfuss.

The entertainment committee was

composed of Edward C. Smith, chairman; R. H. Forschner, Harry F. Heacock, H. I. Polhemus and E. J. Wirfs, and they did a bang-up job.

During the opening day there was the usual routine business, including the report of the president, secretary, treasurer and the chairmen of the various committees.

### Copeland Speaks at Banquet.

In the evening a banquet was held at the Hotel Washington, at which Senator Royal S. Copeland of New York was the principal speaker.

The retiring president acted as toastmaster and Reuben E. Ottenheimer, on behalf of the association, presented Mr. Bosanko with a beautiful silver vase in appreciation of the work he had done on behalf of the association in his role as president. There were a number of interesting and entertaining features at the banquet, which was voted the best held up to this time.

On the second day the resolutions were passed, officers elected and other routine business carried on.

It was decided to leave the place for the next annual meeting to be selected by the board of directors at some future time.

During the course of the convention the wives of the delegates were entertained by automobile and sight-seeing rides which had been arranged by the entertainment committee.

### Advocates Constructive Policies.

"In our efforts we must endeavor to discover and follow practices that are constructive, policies that will help us to eliminate trade abuses, if we are to carry out the mission of our organization," said President Bosanko in his annual address.

"I feel that the time is ripe," he said, "for consideration of an advertising or educational campaign to impress and assure the purchasers and prospective purchasers of our merchandise that goods branded with the National Butchers' & Packers' Supply Association emblem, or handled by any supply house using the emblem, are promoters of quality."

(Continued on page 52.)

## Correcting Wrong Statements About Meat

An important part of the work of the Institute of American Meat Packers is the correction of all published statements that are unfair to meat. In Bulletin No. 65-X examples of the Institute's work in this field were given.

In four instances recently, the Department of Nutrition and the Department of Public Relations and Trade have had occasion to request advertisers to eliminate from their advertising copy unfair references to meat which had been coming to the attention of hundreds of thousands of consumers. In another instance, the Department of Nutrition directed the attention of a magazine of high standing

in the medical profession to unfair statements which had been made in one of its articles.

Here are some instances:

1. A manufacturer of a malt breakfast food stated in an advertisement that beef steak eaten for breakfast is responsible for indigestion. When the Department of Nutrition pointed out that this statement was inaccurate and therefore unfair to meat, the advertiser promptly and courteously agreed to take steps to eliminate any such statements in his future advertising.

2. A manufacturer of ice cream told the public in newspaper advertisement

(Continued on page 50.)

# THE NATIONAL Provisioner

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### Is Your Paper Late?

THE NATIONAL PROVISIONER is put on  
mail trains in Chicago every Saturday  
before 11 a. m. It should reach you  
promptly.

If there is any delay, please save the  
wrapper, mark on it the hour of delivery  
to you by the carrier, and send it to THE  
NATIONAL PROVISIONER, Old Colony Bldg.,  
Chicago, Ill.

This will aid us in obtaining proper  
service for you from the Post Office.

## Volume a Tempting Bait

A condition prevails in the hog  
market that makes volume a very  
tempting bait for packers.

Hog marketings are heavy compared  
to the last two years, but not especially  
so when compared with the record  
years 1923 and 1924. Hogs are moving  
at what should be a fair price from  
the standpoint of the consumer. Such a  
price is generally believed to encourage  
consumption.

This has little to do with the pack-  
er's volume problem. It would hardly  
seem that he is any better off at the  
end of the year by handling a huge  
volume, much of which moves at a loss,  
than if he handled only a reasonable  
volume, and devoted his efforts to see-

ing that it always moved at a margin  
of profit. Only a small margin is  
needed, but it must be ever-present.

The packer's profit is never large  
enough to take care of bad deals. Too  
many packers sacrifice their normal  
profits for volume. That is not sound  
merchandising.

Only recently one of the country's  
financial leaders made the statement  
that business in this country had  
reached a point "where we have made  
a fetish of volume." This is particularly  
true as applied to meat packing.

If there is a considerable supply of  
raw product, then there is a scramble  
on the part of most packers for it. A  
few conservatives will operate on a  
merchandising basis, and not be dis-  
turbed by the volume craze—but these  
packers are all too few!

What the packer should ask himself  
is not "Can I afford to increase my  
kill?" but rather "Can I profitably  
afford to increase my kill?"

Too often in the past packers who  
were "volume crazed" found themselves  
with oversupplies, and went into terri-  
tories where good selling practices pre-  
vailed, and unloaded. What was the re-  
sult? The product was disposed of. The  
company making the sales suffered a  
loss. Not only that, but they spoiled  
the local market for every packer op-  
erating therein on a merchandising  
basis.

When packers find themselves over-  
loaded, do they not owe it to the trade  
generally, as well as to themselves, to  
dispose of their surplus through intensive  
ethical selling efforts, rather than  
by "grave digging" practices?

This may sound altruistic, but as a  
matter of fact, it's only common sense.  
The packer who practices bad mer-  
chandising knows perfectly well that  
he damages himself worse than his  
competitor by such methods.

## Teach Them the Lamb Habit

An organized campaign such as that  
recently proposed to promote the con-  
sumption of quality lamb should bring  
results.

This delicious meat is not widely  
known. A few population centers are  
heavy consumers of lamb, and a few  
sections of the country take most of  
the lamb marketed. Even in these

lamb consuming sections there are  
many who know nothing about the de-  
liciousness of grain-fed lamb.

There is an old prejudice against  
mutton. This is deep-seated and was  
once probably well founded. Part of it  
was due to the fact that neither the  
retail meat dealer nor the housewife  
knew how to get the best results out  
of mutton. Part of it was due to the  
fact that the sheep marketed were of  
poor quality and unpalatable in taste.  
They were raised primarily for the pro-  
duction of wool. Their use for meat  
was a secondary matter.

Now, while wool production is still  
an important feature of sheep raising,  
the animal is produced just as much  
or more for meat than it is for wool.  
It is no longer held to the mutton stage  
but is marketed young.

During the late spring and summer  
months lambs at the height of their  
milk fat are extensively marketed.  
These lambs are quite young and nec-  
essarily small. During the winter  
months the range lamb that has spent  
a period in the feed lot comes on the  
market. These lambs are grain fed  
and produce a very high quality of  
meat, and they are larger than the  
milk-fat lambs of the warmer months.

Fancy fed cattle are scarce. The  
supply of all cattle does not exceed  
the demand for beef. The present is  
a period when quality lamb could well  
be introduced to the trade, especially  
to that class of trade that is discrim-  
inating in its meat buy.

The consumer already in the habit  
of buying lamb needs little urging to  
buy the quality meat produced by the  
grain-fed lamb. If the cuts are larger  
than they are accustomed to having  
from the milk-fat lambs, they are still  
no larger than pork cuts, and much  
smaller than beef cuts. They are not  
even as large as veal cuts.

And lamb makes a delicious supple-  
ment to each of these meats. The  
clever retailer can devise means of  
making cuts from quality lambs of the  
right size for roasts, broiling or stew-  
ing that will meet the taste and pocket-  
book of most consumers.

Promoting the consumption of this  
quality meat is a worthy move, and  
one that should have the support of  
all branches of the industry.

# Practical Points for the Trade

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## New England Pressed Ham

A Western packer asks for formula and instructions for making New England pressed ham.

When pork is plentiful and cheap he can use more of his pork cuts in sausage materials.

He says:

Editor The National Provisioner:

Please send us a formula for making New England pressed ham. Our understanding is that this is made largely of pork meats, and we want to use up more of our hog carcasses in sausage.

Hams are so cheap that we are not going to cure all of ours, but will sell as many fresh as possible, and will bone and put into higher grade sausage most of the rougher hams.

Any help you can give us in making a high grade product will be appreciated.

Following is a good formula for the manufacture of New England pressed ham or sausage:

### Meats:

85 lbs. dry cure extra lean pork trimmings.

15 lbs. dry cure boneless bullmeat or boneless chucks, trimmed.

Use a good selection of pork trimmings, at least 95 per cent lean. The most suitable trimmings are made from blade bones, face and cushion bruised hams and heavy shoulders. Other cuts may be used for trimmings when the price warrants.

Grind both the pork and the beef through 1 in. plate of hashing machine, grinding each separately.

Cure the pork and beef in separate tierces, using the following curing formula for 100 lbs. of green meat:

2½ lbs. salt.

8 oz. granulated sugar.

3 oz. nitrate of soda or saltpeter.

Put the lean pork trimmings in the mixer and add the proper proportions of the curing ingredients, and mix for about two minutes. Then pack in an open tierce and pour ½ gal. No. 2 ham pickle (50 deg. strength and must be sweet) over the top of the meat packed in the open tierce.

The beef is to be ground and cured in the same way.

Meat is cured in 5 days with this formula at 35 to 38 degs. temperature. If the meat is not used in 8 days, a tight head should be put in the tierce to exclude air and check deterioration.

After the boneless beef is cured it should be ground through the ½-in. plate of the hasher then put in silent cutter and chopped for about 3 minutes, adding enough crushed ice to keep the meat cool.

The beef is then added to the pork trimmings in the mixer and all mixed together for about 3 minutes.

## Stuffing and Smoking.

The produce is stuffed in beef bungs cut 18 in. in length, using all cap end bungs. If preferred, the sausage can be stuffed in a medium sized beef bladder.

After stuffing, the sausage is taken to the smokehouse and smoked at a temperature of 120 degs. for the first 1½ hours. Then the temperature is gradually raised to 130 degs. for the next hour, and for the last hour to 140 degs. This makes a total time in the smokehouse of about 3½ hours, depending upon the draft of the smokehouse and weather conditions.

When the desired color has been obtained on the product, it is taken to the cook tank and cooked from 2½ to 3½ hours, depending upon the size of the container, at 160 degs. F.

At the expiration of the cooking time it is removed from the cook vat and showered with cold water for about 5 minutes. It is then hung in natural temperature for 2 to 3 hours to partially chill before taking to the storage cooler.

The most satisfactory temperature for carrying this product in the storage cooler is 45 to 50 degs.

Do you use this page to get your questions answered?

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find a 2c stamp.

## Boiled Ham Trouble

A Southern packer is experiencing considerable trouble with his boiled hams crumbling, and asks for help. He writes

Editor The National Provisioner:

We write to inquire what information you can give us regarding boiled hams, which we have been producing for the last five years, and with which we are now experiencing considerable trouble.

These boiled hams are well cured, and when left as skinned hams or regular hams give no trouble whatsoever. But when made up into boiled hams they crumble and break in the slicing machines used by the trade, and pieces fall out from around the center.

We will appreciate your ideas as to how we should handle our boiled hams so they will stick together and not break or crumble when placed in the slicing machine.

Crumbling of boiled hams is not an uncommon difficulty. But it is one that is troublesome to the retailer, and expensive to the packer.

There should be a close range in the average of hams going into pickle, so they will cure evenly.

It is also very important that the hams be used at cured age. If they are allowed to remain in the vats indefinitely the flavor becomes harsh, with an excess amount of pickle in the ham. This means an excess of cooking shrinkage, and is a direct cause of the boiled hams crumbling when sliced.

Hams for boiling should not be pumped in the body. They should be given a mild cure, and pumped with one stitch, two strokes, in the shank, depositing the pickle between the shank bones; also one stitch in the blood vein in the flank and parallel to the body bone.

No one but skilled help should attempt to bone the ham. In removing the bone great care should be taken not to mutilate the ham, as this is detrimental to the binding qualities. In addition to a thin sharp knife, a ham chisel is recommended to separate the meat from the bone.

When ready for boiling care should be taken in placing the ham in the retainer in the proper position, so the fibers of the meat are not pressed out of shape. Close supervision is required on the pressing of the hams, as this has some effect on the binding qualities, as well as the shapely appearance of the finished product.

Full instructions for making fancy boiled hams have appeared in earlier issues of THE NATIONAL PROVISIONER. Subscribers can get reprints by sending a 2c stamp, with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's guide.



## To Whiten Steam Lard

A Southern packer complains of his prime steam lard having a blue color. The product is of fine quality otherwise, but so far color has been something of a problem.

He outlines his method of handling the product, and asks how the lard can be made white. He says:

Editor The National Provisioner:

We are having trouble with our prime steam rendered pure lard being blue.

Our rendering tank, receiving boxes and presser cloths are washed and cleaned daily. The hog heads, skulls and all the bones from the hog are cooked with the lard. We use a small quantity of fullers' earth and agitate the lard with revolving paddles.

It seems that it is good every way, but it has a blue color. We have tried to overcome this with cleanliness, but have failed, and would like to ask if you could offer some suggestions that might help to make the lard white.

The inquirer complains of the prime steam lard he manufactures being blue. This is a natural color at times.

The washing and cleaning of the tank, receiving boxes and press cloths would have no effect on the color of the lard. Cleanliness is desirable, but it is not the remedy for blue color.

While the inquirer uses a small quantity of fuller's earth he would get better results if he mixed the fuller's earth with activated carbon. Some manufacturers use a combination of ten parts fuller's earth and one part activated carbon. The lard should be dry and heated to 160 degs. F. before the bleaching mixture is added.

Other manufacturers make as much as one-third of their bleaching mixture activated carbon. The lard should be by-passed back into the bleaching kettle until the last trace of blue color disappears before returning it to storage.

A bluish tint is not unnatural in killing lard. Its removal is an easy matter when activated carbon is properly used.

### ODORLESS RENDERING PLANT.

How an inedible rendering plant can be made an asset to a community, instead of a public nuisance, has been demonstrated by John G. La Forge & Sons, Rockford, Ill.

This plant accumulates bones, shop scrap, hotel garbage and fallen animals in and about Rockford, and manufactures this raw product into tallow, grease and animal feed—all without permeating the community with objectionable odors.

With the laying of a concrete floor in the cooker room, now in process of completion, the plant will be 100 per cent sanitary. Only recently a new concrete skinning and eviscerating floor was laid.

Plans are under way for an enlarged

receiving capacity to take care of the increasing quantity of raw materials being received. This will insure instant disposition of product on arrival at the plant.

From start to finish the latest and best equipment procurable has been installed, the motto of this organization being "when better rendering machinery is built, La Forge will buy it."

The commercial feeds manufactured from the crackling output of this plant are popular, and farmers within a radius of 20 miles drive to the plant to lay in their supplies. The tallow and grease produced are light in color and pleasant in odor.

A representative of THE NATIONAL PROVISIONER who was a recent visitor to the plant found it difficult to believe he was in an establishment rendering inedible product. He had lived in a town where the rendering plant was rightfully called "the stink factory," and did not realize that modern developments had made possible the handling of bones, meat scrap, garbage and dead animals with such cleanliness and absence of odors.

## Scales and Profits

How much do your scales and scalers cost you every year?

Are your scales accurate and of the proper capacity—your scalers conscientious and well-trained?

Do you keep your scales operating within certain narrow "tolerances"?

Scales and their operators play a big part in your profit or loss for the year!

Reprints have been made of six articles which have appeared in THE NATIONAL PROVISIONER on "Weighing in the Meat Plant." In them the selection of scales, training of scalers and the troublesome question of tolerances are discussed. Other articles are to follow.

They may be had by subscribers by filling out and sending in the attached coupon, together with 25c in stamps.

The National Provisioner,  
Old Colony Bldg., Chicago.  
Please send me the reprints on  
"Weighing in the Meat Plant."

Name .....

Street .....

City ..... State .....

Enclosed find 25c in stamps.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic.

### INSPECT STEAM TRAPS OFTEN.

By "The Observer."

A steam trap is valuable only as long as it is functioning properly.

There is too great a tendency to neglect this very important piece of equipment, and as a result it becomes a source of waste instead of a device to save heat units.

Steam traps should be inspected at frequent intervals. It is good practice to look them over daily, but in no event should more than two or three days elapse between inspections. The need for careful inspection should be kept in mind at the time the trap is installed and it should be so placed that it is easy to get at.

When the by-pass of a steam trap is opened there is a direct path from a high pressure steam line to the hot well or the exhaust line. There is no excuse for a by-pass to be kept open for any length of time and the practice should be forbidden.

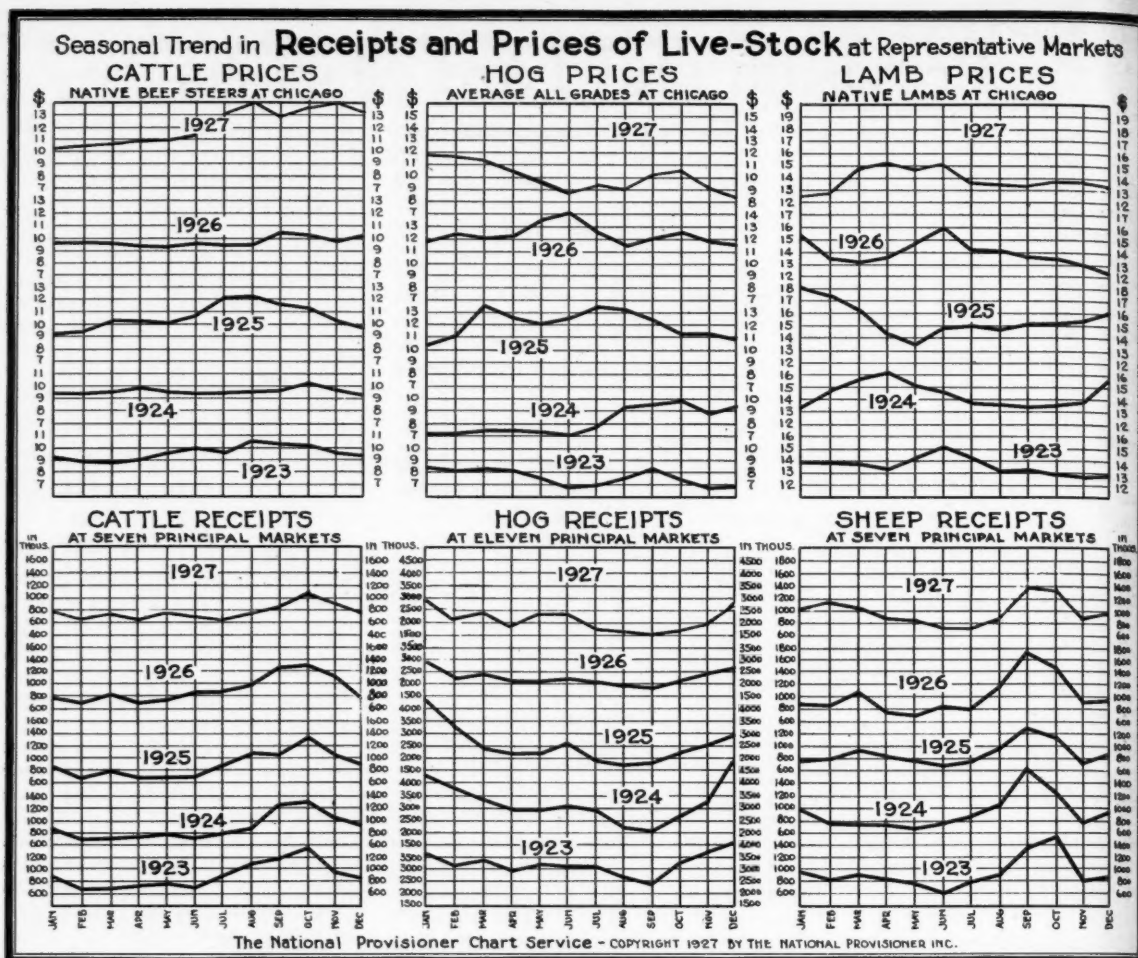
Condensation from the traps should be utilized. It may be used for boiler feed purposes or taken to the hot water tank or hot well.

Operators of equipment on which steam traps are installed should be instructed to report at once any defects in the operation of the trap. And when such a report is received the trap should be given instant attention. When the trap refuses to open, processing operations will be slowed up. When it does not close, coal is being wasted. In any event the packer loses money.

### MORE CHRISTMAS SOUVENIRS.

A handsome and useful souvenir was furnished the trade during the holidays by Darling & Company, animal by-products manufacturers, Chicago, in the form of a mechanical standard weather proof thermometer. The instrument is in a brass case circular in form and has an attachment for wall hanging.

The Sugardale Provision Co., Canton, Ohio, has distributed a unique calendar to the trade. The calendar proper features the company's bacon, ham and luncheon meats. The top of the calendar is left open for the insertion of one of six photos of Sugardale products. These photos are designed to alternate, depending on the item the firm is specializing on in any given period. All the photos are left in the calendar and the one visualizing the product to be featured is simply pushed to the front during the selling campaign on that product. The photos are in sepia and feature "kup" sausage, "country club" sausage, sliced bacon, wieners meat loaf, and goose liver sausage.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of live stock receipts and prices during 1927 compared with those of each of the four previous years.

Prices of native beef cattle at Chicago during 1927 have been on a higher level than in any of the four previous years, the last seven months showing a decided rise. Prices for this class of cattle held fairly steady throughout 1926 until in December, when the upward trend began. The scarcity of this class of cattle was almost entirely responsible for the rise in price.

Hog prices were at higher levels than were warranted by the product situation during the first four or five months of the year, but began a sharp decline in April, which with only slight fluctuation continued to the close of the year. The opening of the winter packing season witnessed a marked increase in the supply of hogs and the year closed with prices at the lowest level of the 12 months.

Native lambs at Chicago showed a great deal of price

strength during the spring months, but in July dropped to lower levels, which were maintained in general throughout the year.

The long-heralded scarcity of cattle was realized in 1927, the receipts for the year falling well below those of the four years previous. With the exception of the slight increase shown when Western grass cattle appeared on the market, the month to month receipts have been well under the 800,000 average at the seven principal markets. This lessening of cattle supplies has had a strong influence on price, and practically every type of bovine animal commanded a fancy price during the last six months of 1927.

There were plenty of hogs during the early months of the year, in view of the high price level maintained. Packers continued to buy in spite of rather slow consumer demand in the belief that there was certain to be an improved outlet in both the domes-

tic and the export trade. Instead of improvement, the export situation grew steadily worse, and product backed up in packers' cellars until it became necessary to unload, many times at prices well under cost. In the closing months of the year hog receipts increased steadily. This, combined with the curtailed and lower priced outlet for product, resulted in a weak live price situation.

Sheep receipts at the seven markets showed little variation in trend from that of previous years. Supplies have been plentiful throughout the year with prospects for increased runs in 1928.

Meat supplies in 1927 were fairly well balanced with those of previous years, with the bulk of the product being furnished by hogs and sheep, whereas in 1925 and 1926 beef held the major position. With a little shift in consumer demand it should be possible to find a good outlet for all classes of meat in 1928.

# Provision and Lard Markets

## WEEKLY REVIEW

**Market Quiet—Prices Steady—Stocks Increased—Hog Movement Large—Exports Light.**

The feature in the market has been the liberal movement of hogs and the relative steadiness of both hogs and product. The receipts of hogs the past week at the six leading points were 758,000 against 573,000 last year. Including a few other points the total was 830,000 against 632,000 last year. Since November 1 the receipts have been 7,847,000 against 7,597,000 last year.

The average price of hogs has held just about steady, and there has been very slight changes in product prices. The fact that the market took care of the hog movement in such a fashion had quite an encouraging influence on trade sentiment and possibly explains the steadiness of the future market. The situation is substantially unchanged.

The movement of hogs is considered a reflection of the larger number of hogs in the country. This situation, in the opinion of a good many, has been discounted and the market is not likely, in their estimation, to sag much further, particularly if feeding costs are maintained.

Some little bearish feeling is developing in lard. The stocks doubled in the past month and gained over 14,000,000 lbs. in the last two weeks. The total in Chicago of 33,626,000 lbs. compares with 16,761,000 lbs. on January 1 and 21,243,000 lbs. last year.

### Liverpool Stocks Larger.

The increase in stocks is considered a direct reflection of the increased movement of hogs. Packing is naturally larger at the outside points, and there is fairly good movement towards Chicago. That market is proving quite attractive for outside shipping points, and this is reflected in the decreasing moving out. Receipts at Chicago have increased somewhat of late although they are still about 13,000,000 lbs. behind last year since November 1, and shipments have decreased 23,000,000 lbs.

The monthly statement of Liverpool stocks of hog products shows an increase of nearly 11,000 hundredweight of bacon, 8,000 hundredweight of ham and over 2,000 hundredweight of shoulders. Tierced lard increased over 200 tierces, and refined lard increased 1,216 tons.

These large stocks in Liverpool show that the foreign distribution is not keeping up very well. Shipments are relatively small. The exports of lard the past week were 8,000,000 lbs. less than the previous week and about 3,000,000 lbs. less than last year. Ship-

ments of meat were small, amounting to only 3,400,000 lbs.

### Hog Slaughter Greater.

The position of the market is attracting keen attention and considerable speculation as to whether hog prices can continue to stand up against the big hog movement. A study of the hog receipts for the past year show that the total inspected slaughter was about 3,000,000 in excess of the preceding year. With the larger number of hogs in the country, there is basis for expecting a further increase in the marketing of 3,000,000 hogs if not more.

This increased product will be the equivalent of over 500,000,000 lbs. of meat, and of lard an increase of about 100,000,000 lbs. It would take but a moderate increase in exports to take care of such increased supply of lard. A gain of 2,000,000 lbs. per week would dispose of the supply and this, with an increase in population, should be enough increased distribution to take care of this gain.

Recently there has been persistent claim of increased distribution of lard on account of the relative price of compound lard and cottonseed oil. The distribution of cottonseed oil the past few months shows evidence of a decrease, and it would take but a short time to absorb the increased production of lard if such decreased consumption of oil continues.

### Cattle Supply Smaller.

In meats the possibility of a decrease in the marketing of cattle is an important offsetting factor. The number of cattle in the country shows a decrease of approximately 1,000,000 head, and if this should be reflected in an equal decrease of the slaughter, it would mean a loss in beef production equal to the possible increase in hog product.

See page 41 for later markets.

**PORK**—The market was firm with a fairly good demand. At New York, mess was quoted at \$32.00; family, \$36.00@38.00; fat backs, at \$31.00@33.00. At Chicago, mess was quoted at \$27.50.

**LARD**—Domestic trade was fair and export clearances indicated that a little better business was on with the other side than reported. The undertone, however, was easier. At New York, prime western was quoted at \$12.20@12.30; middle western, \$12.00@12.10; city, 11½¢; refined continent, 12½¢; South America, 13½¢; Brazil kegs, 14½¢; compound, car lots, 12½¢; less than cars, 13@13½¢. At Chicago, regular lard in round lots was quoted at 10c under March; loose lard, 95c under March; leaf lard, \$1.25 under March.

**BEEF**—The market was steady, but demand was quiet. At New York, mess was quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$32.00@34.00; extra India mess, \$40.00@42.00; No. 1 canned corned beef, \$3.40; No. 2, \$6.00; 6 lbs., \$16.75; pickled tongues, \$55.00@60.00 per barrel.

## Meat Stocks Are Larger

Lard stocks at the seven principal markets of the country showed an increase of approximately 23,000,000 lbs. during January, and are about 16,500,000 lbs. heavier than were those on hand on February 1, 1927.

Sweet pickle meats showed an increase of nearly 23,000,000 lbs., and are about 6,500,000 over those of a year ago, while dry salt meats are practically double those of last year.

The accumulation in lard and some cut meats is considerable, while other products, such as regular hams, bellies and picnics, are in good shape compared with 1927 stocks.

Accumulations can normally be expected in the height of the winter packing season, so long as these do not become burdensome, but this could easily occur in the case of lard which in spite of processing costs is selling only a few cents above the cost of live hogs.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on January 31, 1928, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are as follows:

	Jan. 31, '28	Dec. 31, '27	Jan. 31, '27
Total S.P. mts.	158,864,208	136,040,257	152,378,154
Total D.S. mts.	45,185,766	35,243,416	21,660,099
Total all mts.	222,982,243	188,648,373	195,272,673
P. S. lard.....	37,074,128	17,277,354	23,604,085
Other lard.....	10,967,997	7,902,629	7,829,677
Total lard.....	48,042,125	25,179,983	31,533,762
S.P. reg. hams.	58,918,092	45,880,765	64,726,161
S.P. s.k. h'ms.	44,394,976	47,489,279	34,000,286
S. P. bellies..	39,842,234	30,836,979	37,135,787
S. P. picnics..	15,369,763	11,500,794	15,478,700
D. S. bellies...	22,427,871	27,014,298	13,224,370
D. S. fat backs	8,555,039	3,916,429	6,500,371

### JANUARY MEAT SUPPLIES.

Hog receipts heavier than those of the same month a year ago are reported for most of the principal markets of the country. At the 11 markets there were received 3,485,000 head compared with 2,856,000 in January 1927, and 2,914,000 in January, 1926.

At Chicago the month's receipts totalled 1,068,268 against 804,909 a year ago and 809,658 two years ago. Omaha received 348,500 head compared with 304,078 in January, 1927, and 322,776 in the same month of 1926. At Kansas City the month's receipts were 204,702 compared with 211,067 and 171,976 one and two years ago. Sioux City received 317,000 hogs last



month compared with 294,000 for the same month last year.

The average weight of hogs at Chicago was 229 lbs.; Omaha, 247 lbs.; St. Louis, 230 lbs.; Kansas City, 225 lbs.; and Sioux City, 238 lbs.

### CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on January 31, 1928, with comparisons for the previous month and for the same month last year, are reported by the Chicago Board of Trade as follows:

	Jan. 31, 1928.	Dec. 31, 1927.	Jan. 31, 1927.
Mess pork, new, made since Oct. 1, '27, bris. ....	628	627	190
Other kinds of bris. ....			
P. S. lard, made since Oct. 1, '27, lbs. ....	19,323	14,595	14,749
P. S. lard, made Oct. 1, '26 to Oct. 1, '27, lbs. ....	24,705,593	7,072,155	14,149,491
Other kinds of lard, lbs. ....	5,050,235	6,095,672	4,529,391
S. R. sides, made since Oct. 1, '27, lbs. ....	3,870,386	2,908,294	2,504,702
S. R. sides, made previous to Oct. 1, '27, lbs. ....	1,030,340	978,562	6,900
D. S. clear bellies, made since Oct. 1, '27, lbs. ....	200,000	573,000	
D. S. clear bellies, made previous to Oct. 1, '27, lbs. ....	408,327	2,491,277	
D. S. rib bellies, made since Oct. 1, '27, lbs. ....	1,568,160	920,991	495,310
D. S. rib bellies, made previous to Oct. 1, '27, lbs. ....		8,000	
Ex. Sh. Clear sides, made since Oct. 1, '27, lbs. ....	178,000	224,975	69,457
Ex. Sh. Cl. sides, made previous to Oct. 1, '27, lbs. ....	16,576	47,107	
Sh. Cl. sides, lbs. ....	1,500	1,500	
D. S. Sh. fat backs, lbs. ....	3,549,445	1,669,826	3,041,237
D. S. sh'ldrs, lbs. ....	385,851	162,467	26,162
S. P. hams, lbs. ....	30,951,433	23,647,249	33,247,609
S. P. skinned hams, lbs. ....	21,217,247	24,044,422	13,378,112
S. P. bellies, lbs. ....	21,216,696	14,572,585	12,614,110
S. P. Cal. or pic., lbs. ....	6,909,427	5,019,565	7,236,078
S. P. shoulders, lbs. ....	124,053	100,822	277,177
Other cuts of meats, lbs. ....	6,133,352	6,655,682	10,626,793
Total cut meats, lbs. ....	105,846,568	91,561,351	84,535,890

### CANADA EXPORTS TO U. S.

Considerable increases occurred in the export of cattle, calves, hogs and all classes of meat from Canada to the United States during 1927 compared with 1926. The increase is especially marked in live cattle and hogs, as well as in beef, bacon and fresh pork.

The exports of live animals and meats for December, 1927, and for the years 1927 and 1926 are reported by

the Dominion Live Stock Branch as follows:

	Dec. 1927.	Year 1927.	Year 1926.
Cattle:			
To Gt. Br., No....		8,263	79,985
To U. S. A., No....	23,218	204,336	92,962
Total No. ....	23,452	216,209	176,343
Calves:			
To U. S. A., No....	3,875	78,968	65,333
Total No. ....	3,889	79,065	65,625
Hogs:			
To U. S. A., No....	6,113	194,657	82,956
Total No. ....	6,225	197,106	85,972
Sheep:			
To U. S. A., No....	1,171	18,566	20,437
Total No. ....	1,368	20,138	21,755
Beef:			
To Gt. Br., lbs....	10,400	580,800	3,517,100
To U. S. A., lbs....	6,199,000	51,473,400	16,242,000
Total lbs. ....	6,546,600	56,741,800	27,233,500
Bacon:			
To Gt. Br., lbs....	4,240,600	53,059,100	90,543,000
To U. S. A., lbs....	422,500	4,162,500	1,596,500
Total lbs. ....	4,765,200	58,011,800	93,185,000
Pork:			
To Gt. Br., lbs....	211,200	6,823,900	6,536,300
To U. S. A., lbs....	1,004,200	15,523,500	8,233,700
Total lbs. ....	1,215,400	22,347,400	14,769,400
Mutton:			
To Gt. Br., lbs....			
To U. S. A., lbs....	294,800	1,599,000	1,060,500
Total lbs. ....	324,400	1,889,200	1,274,000

Totals in each case may include some exports to other countries.

### NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended Jan. 28, 1928, with comparisons, as follows:

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
West. drsd. meats:			
Steers, carcasses....	6,657½	7,373½	7,788
Cows, carcasses....	1,333	1,003	639
Bulls, carcasses....	134½	58	108
Veals, carcasses....	7,914	12,417	9,410
Lambs, carcasses....	24,988	31,658	25,672
Mutton, carcasses....	3,841	3,328	3,220
Beef cuts, lbs....	215,216	563,349	444,872
Pork cuts, lbs....	1,433,679	1,731,742	1,292,531
Local slaughters:			
Cattle ....	8,805	9,164	10,283
Calves ....	13,522	14,054	12,452
Hogs ....	68,478	71,024	53,484
Sheep ....	55,296	53,127	54,910

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported for the week ended Jan. 28, 1928, with comparisons as follows:

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses ....	1,951	2,233	2,458
Cows, carcasses ....	1,241	1,177	1,068
Bulls, carcasses ....	317	362	323
Veals, carcasses ....	1,366	2,451	1,974
Lambs, carcasses ....	11,672	11,349	9,987
Mutton, carcasses ....	1,357	1,827	1,386
Pork, lbs. ....	528,312	645,188	538,305
Local slaughters:			
Cattle ....	1,545	1,647	1,594
Calves ....	2,233	2,073	2,232
Hogs ....	17,936	18,420	5,494
Sheep ....	4,729	4,374	16,774

### CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings into and from the United States during November, 1927, are given by the U. S. Department of Commerce as follows:

IMPORTS.			
	Sheep, lamb and goat. Lbs.	Value.	Other. Lbs. Value.
Belgium ....			650 836
Denmark and Fr. Is. ....	29,915	\$102,201	
France ....	1,030	2,494	
Germany ....	179,642	206,197	264,471 86,245
Irish Free State ....	4,785	8,490	
Latvia ....	641	772	
Netherlands ....	563	746	12,752 13,362
Norway ....			550 194
S. Russia in E. ....	111,259	365,456	
Switzerland ....			11,625 9,632
Turkey in E. ....	10,295	32,689	2,795 6,537
United Kingdom ....	97,283	160,628	21,843 11,427
Canada ....	540,765	786,936	304,645 63,119
Panama ....	4.0	9.0	
Mexico ....	2.5	2.250	
Argentina ....	57,591	58,233	367,283 73,435
Brazil ....			23,584 4,942
Uruguay ....			546 369
Venezuela ....			9,434 10,566
B. India ....	9,900	14,948	
China ....	73,635	99,632	334,612 311,401
Hongkong ....			30 7
Iraq ....	7,215	14,605	
Japan, including Chosen ....			7,875 6,000
Kwantung leased territory ....			2,400 2,500
Persia ....	18,469	25,135	
Syria ....	11,101	30,424	
Turkey in A. ....	13,968	32,853	
Australia ....	117,451	106,677	169,440 74,549
N. Zealand ....	16,485	25,252	7,240 7,063
Morocco ....	430	730	
Total ....	1,305,078	2,078,248	1,541,775 682,212

EXPORTS.			
	Hog casings. Lbs.	Value.	Beef casings. Lbs. Value.
Austria ....			30,696 \$3,630
Belgium ....	13,292	\$5,412	80,767 7,870
Denmark and Fr. Is. ....			34,071 4,708
France ....			21,308 1,947
Germany ....	126,412	20,848	1,208,360 137,445
Italy ....	1,722	528	59,579 5,062
Netherlands ....	23,094	4,900	179,792 25,498
Norway ....			58,642 6,880
Poland & Danzig ....			62,555 6,700
Spain ....	26,328	7,642	138,225 8,245
Sweden ....			77,042 8,531
Switzerland ....	25,282	29,525	66,633 8,341
United Kingdom ....	250,379	129,068	3,598 265
Canada ....	2,707	844	5,001 670
Guatemala ....	56	55	
Honduras ....	50	12	
Bermuda ....	1,050	400	
Cuba ....			
Japan, including Chosen ....			
Australia ....	47,433	33,200	
N. Zealand ....	570	513	
B. S. Africa ....	4,110	1,104	
Total ....	523,359	234,508	2,025,647 227,330

Exports of other casings were as follows: To Belgium, 2,500 lbs.; value, \$220. To France, 1,600 lbs.; value, \$2,250. To Germany, 43,477 lbs.; value, \$3,578. To Italy, 440 lbs.; value, \$317. To Spain, 8,931 lbs.; value, \$1,485. To United Kingdom, 349 lbs.; value, \$900. To Canada, 52,880 lbs.; value, \$12,371. To Cuba, 4,721 lbs.; value, \$502. To Japan, 4,000 lbs.; value, \$1,000.

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported for the week ended Jan. 28, with comparisons as follows:

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses ....	1,520	1,977	2,491
Cows, carcasses ....	2,627	2,363	2,425
Bulls, carcasses ....	88	70	4
Veals, carcasses ....	855	1,355	1,112
Lambs, carcasses ....	15,453	16,766	13,647
Mutton, carcasses ....	833	605	137
Pork, lbs. ....	408,906	630,364	454,131
Local slaughters:			
Cattle ....	1,304	1,741	1,630
Calves ....	1,000	1,790	1,306
Hogs ....	26,364	24,209	13,597
Sheep ....	3,249	4,298	3,574

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.



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# The POWERS REGULATOR CO.

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The position of the tallow market in the east was rather steady the past week, although the volume of business was not large. A weaker situation in the western tallow market served to restrict buying at New York, but at the same time, there was lack of pressure from producers here. The market for extra was looked upon as 8½c f.o.b., although several contended that producers were holding for 9c.

Reports that soapers had bought about 150 tanks of crude cotton oil appeared to have taken the edge off the tallow market. At the same time, limited stocks of tallow was against any important decline. Sentiment for the immediate future is mixed, particularly as it was claimed that about 8,000 tons of palm oil that should have cleared the first half of January was still in quarantine on the west coast of Africa.

At New York, special was quoted at 8½c; extra, 8½c; edible, 10@10½c. At Chicago, a fairly good movement of tallow continued, with edible quoted at 9½c; fancy, 9c; prime packer, 8½c; No. 1, 8½c.

At Liverpool Australian tallow was unchanged for the week, with fine quoted at 40s 6d and good mixed at 39s 3d.

**STEARINE**—The market in the east was moderately active and easier, with sales of oleo reported at 9½c, and the market quoted at that level. At Chicago, oleo was quoted at 9½c.

**OLEO OIL**—Demand was slow, and the market was weaker as a result, with offerings showing some increase. At New York, extra was quoted at 16½c; prime, 14c; lower grades, 13½@14c according to quality. At Chicago, extra was quiet at 16½c.

See page 41 for later markets.

**LARD OIL**—Demand was rather limited for immediate requirements, but prices were steady with edible, New York, quoted at 16½c; extra winter, 13½c; extra, 13c; extra No. 1, 12½c; No. 1, 11½c; No. 2, 11½c.

**NEATSFOOT OIL**—Consuming demand was lightly better, and the market was steady with pure, New York, quoted at 15½c; extra, 12½c; No. 1, 11½c; cold test, 18½c.

**GREASES**—Demand has been moderate and the market is displaying an easier undertone, influenced by a less strong tallow market and a disposition on the part of consumers to back away pending developments.

During the week sales of choice white grease were reported for export at 10½c, but the market appears to have slipped about ½c a pound from that level. Increased offers from packers had quite a little to do with taking the edge off value.

At New York, choice yellow and house was quoted at 7½c; A white, 8½@9c; B white, 8½@8½c. Choice white was reported offered at 9½c.

At Chicago, trade in grease was rather moderate with some interest re-

ported from Rotterdam in white grease. At Chicago, brown was quoted at 6½c; yellow, 7¼@7½c; B white, 8@8¼c; A white, 8½c; choice white, 9½@9¾c.

## By-Products Markets

Chicago, Feb. 2, 1928.

### Blood.

This market is very strong, with supplies scarce. The market is nominally \$5.10@5.15 delivered in the middle west. Sales of big packer blood were made at \$5.25.

Unit Ammonia.

Ground and unground.....\$5.10@5.15

### Digester Hog Tankage Materials.

Very little trading in this market as the bulk of materials continue to be well sold up and sold ahead. Prices quoted are nominal.

Unit Ammonia.

Ground, 11½ to 12% ammonia.....\$4.75@5.00  
Ground, 6 to 8% ammonia.....4.50@4.75  
Unground, 11 to 13% ammonia.....4.65@4.90  
Unground, 6 to 8% ammonia.....4.40@4.65  
Liquid stick, 7 to 11% ammonia.....4.00@4.25

### Fertilizer Materials.

There is good inquiry for all kinds and grades of fertilizer tankage for prompt and future shipment.

Unit Ammonia.

High grd., ground, 10-11% ammonia.....\$4.00@4.25 & 10c  
Lower grade, ground & ungrd. 6-9% am. 3.00@3.50  
Hoof meal.....3.00@3.35

### Bone Meals.

The bone meals market is steady, with values unchanged from those of the past several weeks:

Per Ton.

Raw bone meal.....\$50.00@55.00  
Steam, ground.....34.00@40.00  
Steam, unground.....28.00@35.00

### Cracklings.

This market is not active as cracklings are scarce. A good demand continues for prompt shipment and on contract.

Per Ton.

Hard pressed and exp. unground, per unit protein.....\$1.15@1.20  
Soft prod. pork, ac. grease & quality 85.00@90.00  
Soft prod. beef, ac. grease & quality 50.00@55.00

### Horns, Bones and Hoofs.

Desirable bones continue to be scarce. Junk bones are nominally \$30, Chicago.

Per Ton.

Horns.....\$50.00@100.00  
Round shin bones.....55.00@ 90.00  
Flat shin bones.....50.00@ 60.00  
Cattle hoofs.....@38.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

### Gelatine and Glue Stocks.

Sinews, pizzles and hide trimmings continue to be scarce, and are saleable in carload lots for prompt shipment,

and on contract at \$35.00 per ton, delivered at middle-west point.

Per Ton.

Klip and calf stock.....\$32.00@42.00  
Rejected manufacturing bones.....52.00@55.00  
Horn piths.....40.00@43.50  
Cattle jaws, skulls and knuckles...@44.00  
Sinews, pizzles and hide trimmings..@35.00

### Animal Hair.

Low prices continue to maintain for all kinds and grades of hog hair, as market on this product is dull and quiet.

Per Pound.

Coll and field dried.....1¼@2½c  
Processed grey.....3 @6 c  
Black dyed.....6 @8½c  
Cattle switches each\*.....4½@5 c

\*According to count.

### Pig Skins.

The demand still maintains for No. 1 green salted strips for tanning purposes for prompt and future shipment.

Per Pound.

Tanner grades.....8½@9½c  
Edible grades, unassorted.....4 @4½c

## EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Feb. 2, 1928.

In such materials as blood and tankage, trading this week has been very light both as to foreign and domestic productions. Prices are about the same, stocks of local packers are small and the production is somewhat less than a few months ago.

The demand for nitrogenous material for quick delivery is keeping up. Last sales were at \$3.50 per unit c.i.f. U. S. ports. The importers of nitrate of soda report doing more business, especially in the south. At the northern ports, resale lots are still to be had at prices a little below importers' quotations.

Cracklings are held a little more firmly with some sellers asking \$1.15 per unit f.o.b. New York for the 50-55 per cent grade. Last sales were at \$1.10 f.o.b.

Sulphate of ammonia is in excellent demand and prices are firm.

**GEO. H. JACKLE**

Broker

Tankage, Blood, Bones,  
Cracklings, Bonemeal,  
Hoof and Horn Meal

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New York City

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**

COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**

Both Soft and Hard Pressed

## TRADE GLEANINGS.

M. M. Lindheim and Company have just received from Mexico a carload of horse hair, manes and tails mixed.

The new rendering unit at the St. Paul, Minn., plant of the Cudahy Packing Co., has been placed in operation.

The Travis Cottonseed Products Co., Corpus Christi, Tex., will construct a cottonseed oil mill with a daily capacity of 120 tons of seed.

Anderson, Clayton & Co. has purchased the Amarillo Wholesale Meat Co., Amarillo, Tex., is establishing a branch in Pampa, Tex. The branch will be known as the Pampa Wholesale Meat Co.

A new cottonseed storage house will be erected at Greenville, Tex., by the Texas Refining Co. The building with equipment will represent an investment of \$28,000.

The Herziger Sausage Co., Sheboygan, Wis., has leased additional space for the use of the business. The additional room will be used as a drying department.

Anderson, Clayton & Co. have purchased the three-press cottonseed oil mill at Santa Ana, Sonora, Mexico. The mill was formerly known as the Cia Sonorense de Aceite de Algodon, and was owned by Oakland, Calif., parties.

William H. Albers has been elected president of the Kroger Grocery & Baking Co., succeeding B. H. Kroger, founder of the business, who has been elected chairman of the board. Mr. Albers has been vice president and general manager of the company for many years and will continue as general manager.

The Standard Corporation, manufacturers of vegetable oil lard substitute, is now producing a new brand under the name of "Gardenia Shortening." This product is packed in tierces and round cans of 45 lbs. and 100 lbs., and in square cans of 32 lbs., which product has met with great success in South Texas, and the firm is now shipping about two carloads weekly.

## FATS AND OILS STATISTICS.

Monthly range of prices of tallow, grease, oils and animal by-products for the past ten years are included in the 1927 edition of the "Statistics" compiled and published by the Davidson Commission Company, Chicago, of which Asa Davidson, the veteran authority of this trade, is the head.

These price ranges cover prime summer yellow cottonseed oil, corn oil, prime oleo stearine; edible, prime and No. 1 tallow; A white, yellow and

brown grease; No. 2 packer's tallow, A white grease stearine, yellow grease stearine, high grade ground blood and high grade ground fertilizer tankage. The market on ground feed stock for the past four years is also given.

In addition to these by-products prices, the monthly range of prices of prime steam lard for the past 17 years and of short rib sides for 14 years are shown. Copies of the booklet can be obtained free of charge on application to the Davidson Commission Company.

## COTTONSEED RULES CHANGED.

The Interstate Cottonseed Crushers' Association has suspended until the next meeting of the rules committee rule 176, which has to do with the use of new bags for cottonseed meal. This action was taken pursuant to a referendum authorized by the executive committee, January 6, in which 217 votes out of 295 favored suspension of the rule.

The executive committee of the association has approved recommendations by the chemist committee:

1—That for laboratory refining tests, the two maximum strengths of solution of sodium hydroxide and one strength which is 80 per cent of the higher Baume solution be used for better than prime oils, and 12 deg. Be. be substituted for 10 deg. Be. on oils showing under 1.5 per cent of free fatty acids, and

2—That the specified time of stirring better than prime oils be raised from 10 minutes to 15 minutes in the cold and in unusual cases where breaks are not obtained after 8 minutes' stirring hot, the time may be raised to not more than 12 minutes.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Jan. 31, 1928.—Latest quotation on chemicals and soap makers' supplies:

Extra tallow, f.o.b., seller's plant, 8½c lb.; Manila coconut oil, tanks, New York, 8½c lb.; Manila coconut oil, barrels, New York, 10½c lb.; cochineal oil, barrels, New York, 11c lb.

P. S. Y. cottonseed oil, barrels, New York, 11¼@12c lb.; crude corn oil, barrels, New York, 12c lb.; olive oil foots, barrels, New York, 10½c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.30@1.40 gal.

Crude soya bean oil, barrels, New York, 12¼c lb.; palm kernel oil, barrels, New York, 10c lb.; red oil, barrels, New York, 9¼@10¼c lb.; Niger palm oil, casks, New York, 7¼@7½c lb.; Lagos palm oil, casks, New York, 8½c lb.

Glycerine (soaplye), 9 to 9¼c lb.

OIL MILL MUST BE EFFICIENT.  
High Seed Cost and Low Product Value Make It Vital.

(Special Report from The Ft. Worth Laboratories.)

Fort Worth, Tex., Jan. 28.—In certain sections of the Southwest the late cotton seed were very high in oil content for a short time. In the last few weeks there has been a very radical drop in the oil content of seed from these sections. The quality of the oil produced from this seed is lower.

Milling efficiency continues about the same as previous months this season, but slightly better than last season.

Owing to the high price the mills pay for cotton seed in comparison with the value of the products, any possible profit must come from efficient milling. As a result, more and more attention is being paid to increasing efficiency.

This condition is especially true in Western Texas and Oklahoma, where low milling efficiency on late seed had been considered as a necessary evil. Constant experimentation is gradually resulting in higher milling efficiency.

## CAKE AND MEAL.

	Mois- ture	Ammo- nia	Pro- teiti.	Stand- ard Oil	ard.
Av. all mills.....	7.74	8.31	42.69	6.31	0.76
Best av. result.....	8.34	8.20	42.12	5.24	0.63
Worst av. result.....	6.49	8.24	42.40	7.90	0.95
Av. this mo. last yr.....	7.86	8.49	43.00	6.63	0.78
Annual av. last year.....	7.63	8.39	43.11	6.52	0.77

## HULLS.

	Whole Seeds and Meats	Oil in Hulls	Total Oil	Loss Per Cent of Standard	Standard
Av. all mills.....	0.37	0.88	1.00	0.20	2.66
Best av. result.....	0.00	0.42	0.46	0.00	1.22
Worst av. result.....	0.23	1.32	1.56	0.40	4.16
Av. this mo. last yr.....	0.09	0.81	0.86	0.14	2.29
Annual av. last yr.....	0.08	0.69	0.73	0.09	1.94

## SEED ANALYSIS.

	Moisture	Ammonia in Seed	P. C. Oil	Gallons Oil	Yield 100 lbs. Waste	Loss Per Cent of Standard
Av. all samples.....	7.96	4.24	18.00	38.0	906	
Best sample av.....	8.66	4.20	16.09	40.8	897	
Lowest sample av.....	7.24	3.94	16.36	33.8	836	
Av. same mo. last yr.....	8.46	4.23	16.55	34.3	904	
Annual av. last yr.....	8.36	4.35	17.21	36.0	931	

## CRUDE OIL.

	Refining Loss	Color Red.	Acid Free.
Average all samples.....	6.8	5.9	1.2
Best sample average.....	3.6	4.8	0.8
Lowest sample average.....	8.5	6.8	2.5
Av. same month last year.....	8.1	6.3	1.5
Annual average last year.....	9.3	7.1	1.9

## SOLID OIL RECLASSIFIED.

Solidified cottonseed oil packed in bags has been accorded by the Interstate Commerce Commission the same treatment given the same product packed in barrels and drums.

It has permitted establishment of freight rates from Memphis, and points in Arkansas, Louisiana, Missouri and Oklahoma to points in the North, South, East, West, and Southwest without observing the long-and-short-haul provision of the fourth section of the interstate commerce act.

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St. Louis, U. S. A.

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Salad Oil Vegetable Shortening Margarine**

Carloads—Less Carloads

Yopp's Code, Eighth Edition



# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Large—Undertone Heavy—Sentiment More Mixed—Cash Trade Slow—Outside Weakness Factor—Large Acreage Increase Feared.**

Operations in cotton oil futures on the New York Produce Exchange continued on a large scale the past week. Prices again went into new low ground for the season under March liquidation and commission house and refiners' pressure, only to develop a sold-out condition and to score a moderate recovery under broader outside buying power and realizing.

Refiners' pressure again made its appearance on the rally, and with persistent weakness in cotton and lard, with pure lard in new low ground for the season, the oil market displayed an unsteady undertone. The March-May spread under the liquidation by longs and buying of March by refiners' brokers narrowed to 9 points, while the March-July spread continued around 35 points.

The open interest in the March position had been cut down somewhat, but is still believed to be quite large. The present spreads afford favorable opportunities for transferring holdings, as it appears almost certain that some deliveries on March contracts will be made and that the March discount will widen later on.

The fact that the January delivery went to a premium over May, and February to a premium over March, however, continued to induce some longs in the March delivery to hang on, although there is little to be gained at the present discounts. Some of the leading refiners continue to predict that March will sell 40 under May.

### Cash Business Only Moderate.

At one time there was buying of futures on reports of soapers' buying of crude oil, and in some quarters it was estimated that soapers had absorbed about 150 tanks of oil to date. In other well informed quarters, however, the belief was held that the soapers' buying had been materially overestimated.

The fact that tallow eased somewhat from the recent levels had some in-

fluence on the oil situation, while the prospects for a good increase in the cotton area was depressing owing to the belief that the oil carryover at the end of the season would run between 800,000 and 1,000,000 bbls.

Cash oil trade and compound business continued very moderate. This, also, was against values. It continued evident that pure lard, owing to its

relative cheapness compared with compound, is still eating into the oil consumption. The large visible supply, although released from time to time, continues a weight upon the market, but there is a good possibility that the January Government report, which will be issued about the middle of February, may show some reduction in the supply.

At any rate, the visible stocks beginning with this month should decrease, although to what extent depends a great deal upon the consumptive demand. The lard market again felt the weight of heavy arrivals of hogs, and increasing stocks. The Chicago lard stocks increased 14,354,000 lbs. the last half of January, and at the beginning of this month totaled 33,626,000 lbs. compared with 16,761,000 lbs. the previous month and 21,243,000 lbs. a year ago.

### Crude Oil Prices Lower.

Crude made new lows, southeast and Valley selling at 7½c, followed by sales at 8c in both those sections. In Texas very little appeared to have come out during the week, with the market there 7½c bid. Indications were that small scattered trading featured the crude market, with the selling mostly where mills were forced to move supplies for room. This stubbornness on the part of mills came in for quite a little comment.

At New York, extra tallow was around 8½c, but the market for tallow in the west, particularly around Cincinnati, was somewhat easier. This apparently interrupted the soapers' buying of crude, and in leading brokerage and refining quarters the impression prevailed that large soapers' buying of oil would not make its appearance at the present time above the 7½c level.

The fluctuations in lard and cotton prices will continue to have considerable effect on the oil markets. It is noticeable, however, that while the expectations are generally that prices are to drag lower, some of the more important factors expressed the belief that oil is probably within 50 points of the season's lows.

In bullish quarters, where scale

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 2, 1928—Continued weakness in lard and cotton and large daily runs of hogs have exercised pressure on cotton oil, leading to lowest levels of the season. Oil is cheap enough at present prices, with crude at 7½c Texas and 7¼c Valley, to bring about increased consumption and a good rally as soon as lard and cotton turn. There has been liberal switching from March to July, hence the situation may be discounted. Traders favor July and September purchases of cotton oil believing the latter month will sell well over July during summer and early fall. If acreage is increased, cotton oil would hardly decline over ½c a pound, whereas if damage to new crop from weevils is serious oil should have a big advance for this season. Many favor the long side of oil.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 2, 1928—Dallas markets today for prime cottonseed \$42.00; prime crude oil, 7½c; forty-three per cent cake and meal, \$43.50; hulls, \$11.00; linters, mill run, 3½@5c. There has been moderate weather and no rain the past ten days. The market is cool and considered weak.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 2, 1928—Crude cotton seed oil dull at \$7.75 Valley. There were a few sales this week at 8c. Forty-one per cent cottonseed meal, \$45.00; loose cottonseed hulls, \$7.50, Memphis.

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PRODUCE EXCHANGE BLDG.

NEW YORK CITY

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## COTTON SEED OIL

CRUDE

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THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

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**The Crusher—The Refiner—  
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Manufacturer—**

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

**Always Use YOUR Cotton Oil Market!**

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

**New Orleans Cotton Exchange**

**The Procter & Gamble Co.**

Refiners of all Grades of

## COTTONSEED OIL

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BOREAS, Prime Winter Yellow  
VENUS, Prime Summer White  
STERLING, Prime Summer Yellow  
WHITE CLOVER Cooking Oil  
MARIGOLD Cooking Oil  
JERSEY Butter Oil  
MOONSTAR Coconut Oil  
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**COTTON OIL FUTURES**  
On the New York Produce Exchange

down buying has been noted, the disposition is to go slow pending some improvement in the cash trade. In the quarters it is felt that any important revival in cash trade would be quickly reflected in futures. In a general way, what is needed most is a change for the better in the lard situation. This would bring about a revival in compound demand provided cotton oil did not keep pace with any advance that might develop in the pure lard market.

**COTTONSEED OIL—Market transactions:**

**Friday, Jan. 27, 1928.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			975 a	....
Jan. ....			975 a	....
Feb. ....			975 a	1010
Mar. ....	15400	984 973	975 a	974
Apr. ....			980 a	984
May ....	6100	995 983	986 a	....
June ....	300	998 997	998 a	1002
July ....	8300	1018 1008	1010 a	....
Aug. ....	500	1029 1019	1021 a	1023

Total Sales, including switches, 30,600 bbls. P. Crude S. E. 8 Sales.

**Saturday, Jan. 28, 1928.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			970 a	....
Feb. ....	400	975 970	970 a	975
Mar. ....	9400	973 970	973 a	972
Apr. ....			975 a	985
May ....	3600	983 979	982 a	....
June ....	200	988 988	994 a	1002
July ....	6300	1008 1001	1006 a	1005
Aug. ....	1700	1010 1016	1017 a	1019
Sept. ....			1015 a	1030

Total Sales, including switches, 21,600 bbls. P. Crude S. E. 7½ @ 8.

**Monday, Jan. 30, 1928.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			975 a	....
Feb. ....			975 a	1000
Mar. ....	4300	977 968	976 a	....
Apr. ....			980 a	985
May ....	7500	990 980	990 a	989
June ....			1000 a	1008
July ....	17500	1014 1005	1012 a	1013
Aug. ....	3400	1023 1017	1022 a	1024
Sept. ....	5200	1026 1025	1026 a	1025

Total Sales, including switches, 37,900 bbls. P. Crude S. E. 7½ Bid.

**Tuesday, Jan. 31, 1928.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			985 a	....
Feb. ....			985 a	995
Mar. ....	1000	984 982	980 a	982
Apr. ....			980 a	990
May ....	5100	997 993	994 a	....
June ....			1006 a	1009
July ....	7200	1025 1017	1017 a	....
Aug. ....	300	1034 1031	1026 a	1028
Sept. ....	4400	1039 1030	1030 a	....

Total Sales, including switches, 18,000 bbls. P. Crude S. E. 8 Bid.

**Wednesday, Feb. 1, 1928.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			980 a	....
Feb. ....	200	1000 995	980 a	....
Mar. ....	4000	983 980	970 a	981
Apr. ....	700	986 983	985 a	....
May ....	2800	995 987	989 a	987
June ....			1000 a	1006
July ....	2400	1016 1000	1010 a	1008
Aug. ....	1100	1024 1023	1020 a	1022
Sept. ....	500	1028 1024	1024 a	....

Total Sales, including switches, 13,500 bbls. P. Crude S. E. 8 Sales & Bid.

**Thursday, Feb. 2, 1928.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			960 a	....
Feb. ....			960 a	....
Mar. ....			978 953	960 a
Apr. ....			985 980	965 a
May ....			985 960	965 a
June ....			980 973	1073 a
July ....			1004 985	987 a
Aug. ....			1009 998	998 a
Sept. ....			1015 999	999 a

See page 41 for later markets.

**COCOANUT OIL**—Demand was quiet, but the market steady. Four mills were reported closed down in the Philippines due to the light movement of copra to the mills. At New York, tanks were quoted at 8½c, while Pacific coast tanks held at 8¼@8½c.

**CORN OIL**—Demand was quiet, but offerings light and firmly held. Prices were quoted at 10c f.o.b. mills.

**SOYA BEAN OIL**—There was a fair business in New York tanks during the week at 10¼c, but otherwise trade was quiet and the market steadied, with New York barrels quoted at 12¼c and Pacific coast tanks held at 9¼c.

**PALM OIL**—Trade was quiet and the market steady, pending developments. Reports had it that 8,000 tons of this oil, which should have cleared from the west coast of Africa the first half of January, were still in quarantine. At the same time there were intimations that the embargo at the port of Matadi might be lifted this week. Some fears are expressed that the delayed shipments might make for tightness in February oil during the month. At New York, spot Nigre was quoted at 7¼@7½c; shipment, 7¼c; spot Lagos, 7¼@8c; shipment, 7.95c.

**PALM KERNEL OIL**—Demand was quiet and the market easier, with tanks New York quoted at 8.65c and casks, 9c.

**OLIVE OIL FOOTS**—There was a little improvement in spot foots New York at 9¼c. January shipment is quoted at 9c, and February, 8¾c.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTON OIL**—Spot oil at New York continues scarce, and what little is here is firmly held. Southeast and Valley crude sold at 8c, Texas 7½c bid.

### COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Jan. 1, 1928, to Jan. 31, 1928, none.

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

**The Fort Worth  
Laboratories**

Consulting, Analytical  
Chemists and Chemical  
Engineers

828½ Monroe Street  
FORT WORTH, TEXAS

# The Week's Closing Markets

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were active and weak at season's lows due to heavy hog movement, hedge pressure and liquidation. Hogs are fairly steady and cash product trade was reported good.

### Cottonseed Oil.

Cotton oil was very active and at new seasons lows under heavy selling by refiners' brokers and houses with southern connections, while commission houses and short were buyers. Fresh selling of March by refiners had an influence. The March-May spread narrowed to 5 points, but later widened to nine points.

The impression prevails around the ring that some of the heavy selling of the late months was forced selling by declining prices and partly against actual oil holdings. The weakness in lard and a slow cash oil trade are the outstanding factors. Southeast Valley crude, 7½¢ bid; Texas, 7½¢ sales.

Quotations on cottonseed oil at Friday noon were: March, \$9.59@9.60; April, \$9.60@9.70; May, \$9.68; June, \$9.76@9.80; July, \$9.88@9.89; August, \$9.97; September, \$9.98.

### Tallow.

Tallow, extra, 8½¢.

### Stearine.

Stearine, 9½¢ ax.

## FRIDAY'S GENERAL MARKETS.

New York, Feb. 3, 1928.—Spot lard at New York: Prime western, \$11.95@12.05; middle western, \$11.70@11.80; city, 11.88¢; refined continent, 12.63¢; South American, \$13.88; Brazil kegs, \$14.88; compound, \$12.25@12.50.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 3, 1928, show exports from that country were as follows: To England, 87,320 quarters; to the Continent, 38,784; others, none.

Exports for the previous week were as follows: To England, 149,146 quarters; to the Continent, 55,801; others, none.

## DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending Jan. 25, 1928, were 5,989 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

## LARD AND GREASE EXPORTS.

Exports of lard from New York, Jan. 1, 1928, to Jan. 31, 1928, 43,904,487 lbs.; tallow, 26,800; grease, 4,627,000 lbs.; stearine, 97,600 lbs.

## HULL OIL MARKET.

Hull, England, Feb. 2, 1928.—(By Cable)—Refined cottonseed oil 38s 3d, crude cottonseed oil 34s.

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Feb. 4, 1928—General provision market dull; very little activity. Demand continues poor for hams, picnics, square shoulders and lard. Spot prices show declining tendency.

Today's prices are as follows: Liverpool shoulders, square, 62s; hams, American cut, 86s; hams, long cut, 91s; Cumberland cut, 63s; short backs, 75s; picnics, 61s; bellies, clear, 74s; spot lard, 60s 6d.

## EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ended Jan. 28, 1928, remains about the same, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 1,334 metric tons. Arrivals of hogs at twenty of Germany's most important markets were 116,000, at a top Berlin price of 12.33¢ a pound, compared with 81,000 at 16.22¢ a pound, for the same week last year.

The Rotterdam market shows little alteration. The market at Liverpool was rather quiet.

The total of pigs bought in Ireland for bacon curing was 26,000 for the week.

### HAMBURG.

Stocks.	Demand.	Price, cents per lb.
Refined lard.....Med.	Med.	@13.61
Frozen pork livers.....Lt.	Med.	@ 7.26
Extra oleo oil.....Lt.	Poor	"
Extra oleo stock.....Lt.	Poor	"
Fatbacks, 10-12 lbs.....Lt.	Poor	@11.91
Fatbacks, 12-14 lbs.....Lt.	Poor	@13.16
Fatbacks, 14-16 lbs.....Lt.	Poor	@14.07

### ROTTERDAM.

Extra neutral lard.....Med.	Poor	@14.92
Refined lard.....Med.	Poor	@13.10
Extra oleo oil.....Lt.	Med.	@17.47
Prime oleo oil.....Lt.	Poor	@16.11
Extra oleo stock.....Lt.	Poor	@15.20
Extra premier jus.....Lt.	Med.	@10.01
Prime premier jus.....Med.	Med.	@ 9.65

### LIVERPOOL.

Hams, AC light.....Med.	Med.	18.23@20.40
Hams, AC heavy.....Med.	Med.	18.23@20.40
Cumberland, light.....Med.	Poor	13.67@14.76
Cumberland, heavy.....Med.	Poor	13.67@14.76
American Wiltshires.....Lt.	Poor	"
Square shoulders.....Med.	Poor	13.45@13.89
Picnics.....Med.	Poor	13.67@14.76
Clear bellies.....Med.	Poor	15.84@16.49
Refined lard boxes.....Med.	Poor	13.24@13.45

\*Not quoted.

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Jan. 28, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef.....		636
Canada—Calf carcasses.....		40
Canada—Beef cuts.....		67,754 lbs.
Canada—Pork cuts.....		12,232 lbs.
Canada—Smoked pork.....		6,323 lbs.
Canada—S. P. hams.....		15,000 lbs.
Canada—Meat products.....		123,338 lbs.
Germany—Smoked pork.....		6,589 lbs.
Germany—Cooked hams in tins.....		3,620 lbs.
Germany—Sausage.....		2,471 lbs.
Germany—Sausage in tins.....		1,408 lbs.
Uruguay—Beef extract.....		35,056 lbs.
Uruguay—Canned corn beef.....		180,000 lbs.
France—Ox. foot and mouth salad in tins.....		2,019 lbs.
Switzerland—Bouillon cubes.....		481 lbs.
Italy—Sausage.....		6,058 lbs.
Ireland—Smoked pork.....		1,745 lbs.
Norway—Meat cakes in tins.....		3,805 lbs.

## LONDON MEAT RECEIPTS.

Receipts of beef, mutton and pork at London central markets for the year 1927 reached 504,988 short tons compared with 499,930 short tons in 1926, or an increase of 1 per cent.

Beef supplies were 0.6 per cent smaller than last year due mostly to decreased receipts from Uruguay, Australia and "other countries." Argentina sent 5 per cent more than in 1926 and 24 per cent more was produced at home.

Total mutton receipts increased 5 per cent. Considerably more was produced at home and this constituted most of the increase.

While total pork and bacon receipts declined from 45,399 short tons in 1926 to 43,641 short tons in 1927, or 4 per cent, home supplies almost doubled. On the other hand, supplies from the Netherlands decreased 79 per cent due to the British law prohibiting the importation of fresh meat from the continent.

## DIRECT MARKETING FACTS.

(Continued from page 27.)

It is a problem of the individual producer. If he wants to sell his hogs on the public market, there is nothing to prevent him.

If he feels that country buying is working to the disadvantage of the public market, let him ship there and support the public market. The big packer wants the hogs there.

But every shipper must decide that question for himself, and if he decides against the public market, the packer must take the necessary measures to protect himself. That is, he must do so if he wants to preserve his plants and to prevent his competitors away from the market from taking his hog business away from him.

There has been a lot of confused thinking on this subject of direct marketing, but the situation is bound to develop along lines that are economically sound. In closing, I wish only to say that if you ship your hogs direct to the public markets, we shall be very glad to buy them there! But if you do not, you must expect us to go and buy the hogs where they are!

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Jan. 26, 1928.

Jan.	20	21	23	24	25	26
Chicago.....	46	46	46	45½	45	45½
New York.....	47½	47½	47½	47	47	47
Boston.....	48	48	48	47½	47½	47½
Philadelphia.....	48½	48½	48½	48	48	48

Wholesale prices of carlots—Fresh centralized butter—90 score at Chicago.

45	45	45½	44½	44½	45
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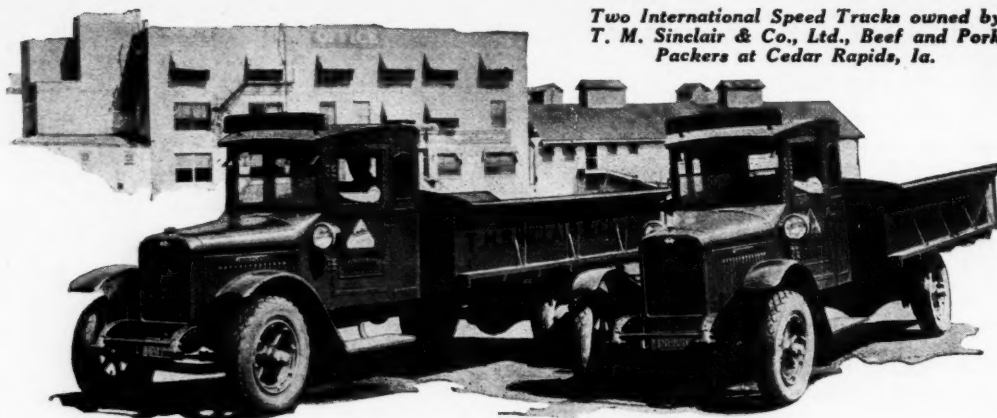
## Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—	1928.	1927.
Chicago.....	28,591	32,684	28,527	191,524	168,981	
N. Y.....	46,391	42,869	38,893	221,245	210,177	
Boston.....	14,661	10,580	13,452	65,681	58,523	
Phila.....	13,768	16,884	11,286	77,993	71,683	
	103,310	102,937	92,068	556,643	509,364	

## Cold storage movement (lbs.):

	In Jan. 26.	Out Jan. 26.	On hand Jan. 27.	Same week-day last year.
Chicago.....	3,869	170,946	5,476,341	6,074,687
New York.....	14,570	169,786	5,959,358	2,927,951
Boston.....	1,154	60,466	2,429,285	1,846,154
Phila.....	21,270	8,847	899,788	574,375
	40,863	410,045	14,764,772	11,423,167





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# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—The market quiet in Chicago packer hides, no trading being reported this week to date. There was some action during mid-week at St. Louis, when one small packer, who sells take-off on the basis of big packer grading, moved around 7,000 to 8,000 January hides at 25c for native steers, 24½c for butt brands, 24c for Colorados and 24c for light and heavy native cows.

Certain buyers took advantage of this movement to shape their bids in this market accordingly, but packers are holding firmly so far at last trading prices. Undoubtedly, when the first trading appears here, a quick clean-up of the market will follow. Pending action, all descriptions are priced below on the basis of last trading prices, with hides available at these figures.

Spread native hides are quoted nominally at 27½@28c, based on last trading at New York at 27½c. Heavy native steers sold last at 26½c. Extreme native steers are nominally 25½@26c.

Butt brands are nominally 26c, and Colorados, 25½c. Heavy Texas steers are nominally 26c; light Texas steers, 25½c; extreme light Texas steers, 24c. All of these are last trading prices.

For heavy native cows 25c was paid last and this is nominal. Light native cows are priced 25½c, same basis. Branded cows moved in volume last week at 24c.

Native bulls sold last at 20½c. Branded bulls moved last at 20c for Ft. Worths. Northern steers are nominally 19½c.

**SMALL PACKER HIDES**—The market still inactive locally, most January small packer productions having moved some weeks ago. Last trading in January hides locally was at 25c for all-weight native steers and cows and 24@24½c for branded. One local killer with January hides unsold has been holding at higher than the nominal market. The market quoted in a nominal way around 24½@25c for all-weight natives and 24c for branded, based on last trading in the big packer market. Last trading in December-January bulls was at 20c for native bulls and 19c for branded. Some trading at St. Louis on graded selections, reported under Packer Hides, above.

**COUNTRY HIDES**—The market is rather quiet, with buyers holding off wherever possible, with the idea of allowing accumulation to cause easier prices. Heavy hides appear slower than lights. All-weights are slow at 21@21½c, selected, delivered. Heavy cows are quoted nominally at 19½@20c; steers alone are around 21@21½c, although higher prices are asked in some directions.

Buff weights are reported to have sold at 22c, but offerings appear plentiful at this figure and 21½c is asked on some outside lots. Extremes, 25/45 lb., are quoted at 23½@24c paid and more available. Bulls are around 16½@17c, selected, asked. All-weight branded, 19@19½c, Chicago freight, asked.

**CALFSKINS**—The packer calfskins

are very quiet, most December skins having been sold previously, with last trading at 33c at Chicago. Later two cars of Toronto skins, dating November-December-January, sold at 34c. Sellers are asking 35c for unsold December skins.

First salted Chicago city calfskins are easier. One collector moved two cars at 29c and more are offered on this basis, with 28c bid. Outside city skins are easier in sympathy and are nominally around 28@28½c. Mixed cities and countries range down around 26c.

**KIPSKINS**—Packer kips continue quiet, with most of the December skins sold previously. Last trading in December skins was at 30c for natives, 29c for over-weights and 27c for branded.

First salted Chicago city kips are nominally 27@27½c. Outside cities are nominally around 26@26½c. Mixed cities and countries range down around 25c.

Packer regular slunks sold last at \$1.65, and are quoted nominally around this basis, although \$1.75 is asked. Hairless are quoted around \$1.00 for No. 1's.

**HORSEHIDES**—The market is dull and prices are easier. Sellers are asking \$8.25 for good lots, mostly renderers, with full heads and shanks, and ranging down to \$7.00 for ordinary country lots.

**SHEEPSKINS**—Dry pelts are quoted at 26@28c per lb. according to section. Packer shearlings are steady, with one car moving at \$1.25 for a fair lot. Pickled skins are steady to firm and are quoted at \$9.50@9.75 per doz. for straight run of packer lamb. Last trading was at \$9.00 for ribby lambs and \$10.00 for blind ribbies. Last trading at New York was at \$9.25 per doz. straight run of city lamb. The market is fairly well sold up.

Pickled sheepskins are quoted around \$10.50 per doz. for straight run. Last trading in ribby sheep was at \$10.00 and in blind ribbies at \$11.50. Packer wool lambs are priced at \$3.90 per cwt. live lamb and firm. On a piece basis they are quoted at \$2.75@3.35. Packer sheepskins are quoted around \$1.75@2.50. Small packer lambs, \$2.75@3.25 asked. Last trading was at \$2.85 for December skins.

**PIGSKINS**—No. 1 pigskin strips have sold at 8½c. Gelatine stocks are nominally 4@4½c.

## New York.

**PACKER HIDES**—There has been no further trading reported in the New York market this week to date. Buyers are holding off and endeavoring to force lower prices. Killers are holding firmly at last trading prices. Spread native steers sold last at 27½c; native steers, 26½c; butt brands, 26c; Colorados, 25½c. These prices are asked for unsold January hides.

**COUNTRY HIDES**—The market is rather quiet and easy. Trading is light. All-weights are quoted around 21@21½c. Extremes are offered at 23½@24c for good 25/45 lb. weights.

**CALFSKINS**—The market is active on city calfskins. Six cars sold early at \$2.62½ for 5-7's, \$3.30 for 7-9's and

\$4.15 for 9-12's. Later, other trading was reported, several more cars moving, with \$3.35 paid for 7-9's.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Jan. 28, 1928, 5,640,000 lbs.; previous week, 5,722,000 lbs.; same week, 1927, 5,621,000 lbs.; from Jan. 1 to Jan. 28, 23,368,000 lbs.; same period, 1927, 21,029,000 lbs.

Shipments of hides from Chicago for the week ending Jan. 28, 1928, 4,890,000 lbs.; previous week, 5,689,000 lbs.; same week, 1927, 5,091,000 lbs.; from Jan. 1 to Jan. 28, 21,062,000 lbs.; same period, 1927, 21,980,000 lbs.

## SHEEPSKIN STOCKS.

Stocks of sheep, lamb and cabretta skins, both raw stocks and leather, subject to correction, for December, 1927, with comparisons, are given by the U. S. Department of Commerce as follows:

### RAW STOCKS END OF MONTH.

	Dec. 1927.	Nov. 1927.
	Skins.	Skins.
Sheep and lamb.....	5,935,013	5,934,437
Cabretta .....	637,495	746,002

### FINISHED LEATHER AT TANNERS.

Sheep and lamb.....	2,750,216	2,734,601
Cabretta .....	649,402	602,319

### IN PROCESS END OF MONTH.

Sheep and lamb.....	4,823,997	5,034,875
Cabretta .....	520,988	546,904

### PRODUCTION DURING MONTH.

Sheep and lamb.....	2,787,291	2,825,754
Cabretta .....	348,139	271,166

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Feb. 3, 1928, with comparisons, are reported as follows:

### PACKER HIDES.

	Week ending Feb. 3, '28.	Previous week.	Cor. week, 1927.
Spr. nat. str. 27½@28n	27½@28n	@26n	@16n
Hvy. nat. str. 26½n	@26½n	@26n	@14½
Hvy. Tex. str. ....	@26n	@26n	@14
Hvy. butt brnd'd str. ....	@26n	@26	@14
Hvy. Col. str. ....	@25½n	@25½	@13½
Ex-light Tex. str. ....	@24n	@24	@12½
Brnd'd cows. ....	@24n	@24	12½@13
Hvy. nat. cows. ....	@25n	@25n	@13
Light nat. cows. ....	@25½n	@25½n	@13½
Nat. bulls. ....	@20½n	@20½	@10n
Brnd'd bulls. 19½@20n	19½@20n	8¼@8½	18¼@19n
Calfskins ... 33	@35n	@35n	18¼@19n
Kips, nat. ....	@30n	@29	17½@18n
Kips, ov-wt. ....	@29n	@29	17@17½n
Kips, brnd'd. ....	@27n	@27	@14n
Slunks, reg. ....	@1.65n	1.65@1.75	@1.25
Slunks, hris. ....	@1.00n	1.00@1.10ax	@.70

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND SMALL PACKERS.

Nat. all-wts. 24½@25n	@25n	12½@13
Branded ....	@24n	@24n
Nat. bulls. ....	@20n	@20
Brnd'd bulls. ....	@19n	@19
Calfskins .... 28b	@29ax	30
Kips .... 27	@27½n	@28n
Slunks, reg. .... 1.40	@1.65n	1.40@1.75ax
Slunks, hris. ....	@90ax	50 @55n

### COUNTRY HIDES.

Hvy. steers. .... 21	@21½ax	21½ax	11 @11½n
Hvy. cows. .... 19½	@20	20	10½@11
Butts .... 21½	@22	21½@22	11¼@11½
Extremes .... 23½	@24	23½@24	13 @14
Bulls .... 16½	@17	@17ax	7½@8ax
Calfskins .... 23	@25n	25 @25½	13½@14ax
Kips .... 23	@24½n	24½@25	13½@14ax
Light calf. .... 1.50	@1.75	1.50@1.75	1.00@1.10
Deacons .... 1.35	@1.60	1.35@1.60	1.00@1.10
Slunks, reg. .... 75	@1.00n	75 @1.00n	60 @70
Slunks, hris. .... 25	@30n	25 @30n	15 @25
Horsehides .... 7.00	@8.25	7.50@8.75	4.00@5.25
Hogskins ....	@80	@80	35 @40

### SHEEPSKINS.

Pkr. lambs. .... 2.75	@3.35	2.75@3.35	1.80@2.20
Small packer lambs .... 2.75	@3.25	2.50@3.00	.....
Pkr. shearings. 1.20	@1.25	1.20@1.25	1.02½@1.15
Dry pelts .... 26	@28	25 @28	20 @23

# Live Stock Markets

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Feb. 2, 1928.

**CATTLE**—Better grade fed steers weak to 25c lower; lower grade fed steers, unevenly 25c to 75c lower; choice fat cows, 25c to 40c lower; lower grades and all grade heifers including light yearling kinds, fully steady; bulls, weak to 25c lower; vealers, \$2.00 higher; load prime fed steers, \$18.50, no criterion general market; next highest price, \$17.75; comparatively little above \$17.00; bulk, \$13.00@15.00, with liberal sprinkling light short feds, \$12.25@12.75; best long yearlings, \$16.75; heifer yearlings, \$13.25; weighty sausage bulls, closed at \$8.00@8.25; light vealers, \$14.00@15.00, most thin re-

placement steers, \$10.50@11.50; meaty kinds, \$11.75@12.50; country demand very narrow at \$12.00 up.

**HOGS**—Better grade hogs generally 10@15c higher for week; pigs and packing sows, steady; decreased receipts responsible for advance, but late increase in supplies forced declines of 15@25c from high time; week's top, \$8.60; closing top, \$8.40; late bulk, 170 to 210 lb. weights, \$8.25@8.40; 220 to 320 lbs., \$8.10@8.30; light lights, \$8.00@8.25; pigs, \$7.25@7.50; packing sows, \$7.15@7.40.

**SHEEP**—Unusual activity featured week's trade. Broad outside demand and small supplies of finished kinds forced another fat lamb and yearling advance of \$1.00 or more per cwt. Closing prices, \$2.00@2.25 above the

low spot the middle of January; late top, \$15.25 equaling the highest since June 21, 1927; lambs scaling 90 lbs. and under, on a \$14.50@15.00 basis; 93 to 100 lb. kinds, \$14.25@14.65 late, few available below \$14.25, except extreme throwouts at \$13.00@13.50 and light native rejections at \$11.50@12.00. Colorado supplies limited and moved at \$14.40@14.65, yearlings going at \$11.50@13.00, depending on quality and weight. Aged sheep shared 25@35c of the upturn, with bulk of fat ewes at \$7.75@8.25, the top reaching \$8.40 on best available.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Feb. 2, 1928.

**CATTLE**—Fed steers eligible to sell at \$12 and above and were in fairly liberal quota, and closing prices are generally 25@50c lower with spots off more on the more desirable grades. Low price offerings selling below \$11.50 scarce and fully steady. Best heavy steers topped at \$17.00; bulk of the arrivals, \$11.75@14.25; better grades of light yearlings and fed heifers, 25-50c lower; other she stock, 15@25c lower; bulls, 15@25c lower; vealers, 50c@1.00 higher; late top, \$14.00.

**HOGS**—Although some unevenness featured the hog market the general trend has been toward slightly higher levels especially on the lighter weight offerings. Weighty butchers, scaling from 250 lbs. up, met slow trade and are around steady for the week; averages from 150-240 lb. were in demand at 10@15c higher rates. At the close, choice 190-210 lb. weights, up to \$8.25; week's top and bulk of more desirable grades of all weights, \$8.00@8.20, with a few heavies down to \$7.90; packing sows, steady at \$6.75@7.35.

**SHEEP**—Demand for woolled lambs was broad. Prices advanced around 50c over a week ago. Shorn lambs and mature stock, 25@35c up. Fed Westerns, up to \$14.35; bulk of the woolskins, \$13.75@14.25; most clippers, \$12.00 and \$12.10; shorn yearlings, \$10.50@10.90. Fat sheep were very scarce throughout the week and only odd lots of slaughter ewes were received that sold from \$7.50@8.00.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 2, 1928.

**CATTLE**—Features this week included increased receipts and improvement in steer quality. Compared with last Thursday, better steers and butcher yearlings, 50@75c lower; plainer kinds, medium bulls and all cutter grades, around 25c lower; beef cows, 50c lower; vealers, 75c higher. Tops for week: 1,173 lb. matured steers, \$14.25; 1,099 lb. yearlings, \$13.75; 667 lb. mixed yearlings, \$13.25; 652 lb. heifers, \$12.50.

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Feb. 2, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or city hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.	\$7.90@8.30	\$8.00@8.35	\$7.80@8.15	\$7.80@8.05	\$8.00@8.10
Med. wt. (200-250 lbs.) med-ch.	8.10@8.40	8.20@8.55	7.65@8.15	7.85@8.25	8.00@8.10
Lt. wt. (150-200 lbs.) com-ch.	8.00@8.40	8.35@8.60	7.65@8.10	7.85@8.25	8.00@8.10
Lt. lt. (130-150 lbs.) com-ch.	7.50@8.35	7.25@8.60	7.25@8.60	7.85@8.20	7.50@8.10
Packing sows, smooth and rough.	7.00@7.50	6.75@7.35	6.75@7.25	6.50@7.50	6.75@7.25
Sitr. pigs (120 lbs. down), med-ch	7.00@7.75	6.00@7.75	.....	7.00@7.50	7.50
Av. cost and wt., Wed. (pigs excl.)	8.19-228 lb.	8.33-220 lb.	7.90-251 lb.	7.93-253 lb.	.....
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.	14.50@18.25	.....	14.25@17.25	14.00@17.25	.....
<b>STEERS (1,300-1,500 LBS.):</b>					
Choice	16.75@18.25	16.75@17.50	16.00@17.25	16.25@17.00	15.00@16.75
Good	14.00@17.00	13.50@16.75	13.50@16.00	13.50@16.25	12.75@15.00
<b>STEERS (1,100-1,300 LBS.):</b>					
Choice	16.25@17.75	16.25@17.25	15.75@17.00	15.50@16.75	15.00@16.50
Good	13.75@16.75	13.50@16.25	13.25@15.75	13.00@16.25	12.75@15.00
<b>STEERS (950-1,100 LBS.):</b>					
Choice	16.00@17.00	15.75@17.00	15.50@16.75	15.25@16.50	14.25@16.25
Good	13.00@16.25	13.00@15.75	12.75@15.50	12.50@15.50	12.25@14.25
<b>STEERS (800 LBS. UP):</b>					
Medium	11.00@13.75	10.25@13.50	10.00@13.50	10.00@13.50	9.75@12.75
Common	9.00@11.00	8.00@10.25	8.00@10.00	7.75@10.00	7.25@9.75
<b>STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):</b>					
Choice	15.50@16.50	15.00@16.00	14.50@16.25	14.75@16.25	14.50@16.00
Good	12.25@15.50	11.50@15.00	11.75@14.50	11.75@15.00	11.75@14.50
<b>HEIFERS (850 LBS. DOWN):</b>					
Choice	13.00@13.75	12.75@13.50	12.25@13.50	12.25@13.50	11.50@13.50
Good	11.75@13.00	10.75@12.75	10.50@12.25	10.25@12.50	9.50@11.50
Common-med.	8.50@12.00	6.75@10.75	7.00@10.50	7.25@10.25	7.00@9.50
<b>HEIFERS (850 LBS. UP):</b>					
Choice	11.50@13.25	11.00@13.00	11.00@13.00	11.25@13.00	10.50@12.50
Good	10.25@12.75	10.00@12.25	9.50@12.00	9.75@12.00	9.50@10.50
Medium	8.75@11.50	7.75@10.00	7.50@10.00	7.75@10.25	7.00@9.50
<b>COWS:</b>					
Choice	10.50@11.50	10.50@11.50	10.25@11.50	10.00@10.75	9.50@10.50
Good	8.25@10.50	8.75@10.50	8.50@10.25	8.25@10.00	8.00@9.50
Common-med.	6.50@8.40	6.75@8.75	6.50@8.50	6.50@8.25	6.50@8.00
Low cutter and cutter	5.65@6.50	5.00@6.75	5.00@6.50	4.75@6.50	5.00@6.50
<b>BULLS (YEARLINGS EXC.):</b>					
Beef Good-ch.	8.60@10.00	8.50@10.25	7.75@9.00	7.75@8.75	7.00@8.00
Cutter-med.	6.25@8.50	5.50@8.50	6.00@7.75	5.75@7.75	6.25@7.25
<b>CALVES (500 LBS. DOWN):</b>					
Medium-ch.	8.00@11.00	8.50@11.50	8.00@10.50	8.50@11.50	7.00@10.00
Cull-common	5.50@8.00	6.00@8.50	6.00@8.00	6.00@8.50	5.00@7.00
<b>VEALERS (MILK-FED):</b>					
Good-ch.	14.25@16.50	16.75 only	10.50@12.50	11.00@14.00	10.00@14.00
Medium	13.25@14.25	13.25@16.75	8.50@10.50	9.50@11.00	7.00@10.00
Cull-common	8.00@13.25	6.50@13.25	6.00@8.50	6.00@9.50	5.00@7.00
<b>Slaughter Sheep and Lambs:</b>					
Lambs (84 lbs. down) good-ch.	14.25@15.35	13.75@14.75	13.75@14.50	13.50@14.35	13.75@14.40
Lambs (62 lbs. down) medium	13.50@14.25	12.75@13.75	12.50@13.75	12.50@13.50	12.25@13.75
Lambs (all weights) cull-common	11.25@13.50	10.00@12.75	10.25@12.50	9.25@12.50	10.00@12.25
Yearling wethers (110 lbs. down) medium-choice	11.25@13.50	10.25@12.75	9.25@12.00	9.25@12.00	9.75@12.00
Ewes (120 lbs. down) med-ch.	6.95@8.45	6.00@7.75	5.75@8.25	5.75@8.00	6.00@8.00
Ewes (120-150 lbs.) medium-ch.	6.15@8.50	5.00@7.25	5.50@8.10	5.50@7.75	5.75@8.00
Ewes (all weights) cull-common	2.50@6.65	2.00@5.60	2.00@5.75	2.00@5.75	2.00@6.00

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Hogs—Prices have retraced some lost ground. Despite continued heavy runs, light hogs recovered 25c; medium and heavy descriptions, 15@25c. Active packer buying featured trade. Top today was \$8.60, from \$8.35 last Thursday; bulk desirable light hogs, \$8.50@8.60; medium weights, \$8.35@8.50; heavies, \$8.25@8.35; occasional sales, \$8.20; light lights, \$7.75@8.50; good 90-130 lb. pigs, \$6.50@7.50; packing sows, about unchanged for the period; bulk, \$7.10@7.25; heaviest kinds, \$7.00.

SHEEP—Sheep and lamb values this week advanced to high point for season. Choice 89 lb. Western lambs scored \$14.50 late; 96 lb, \$14.00; best natives, \$14.00@14.25; fat yearlings, \$12.50. Market generally 50@75c higher. Choice ewes, \$7.50@7.75.

### OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Feb. 2, 1928.

CATTLE—Slow draggy markets on fed steers and yearlings featured most sessions during week. Tendency of prices was toward lower levels. Generally current prices are weak to 25c lower than week ago with the better grades showing the full decline. She stock, about steady; veals, strong to 50c higher; bulk of fed steers, \$12.00@15.00, with a few loads above this spread; choice 1,380 lb. weights, \$16.75.

HOGS—Receipt volume continues to show expansion. Demand has proved

sufficient and comparisons Thursday to Thursday show values generally steady on all classes. Thursday top, \$8.15, was reached; bulk 160-200 lb. lights, \$7.70@8.10; 200-240 lb. butchers, \$8.00@8.10; 240-340 lb. butchers, \$7.75@8.00; packing sows, \$6.85@7.15; stags, \$6.00@6.75.

SHEEP—Decrease in supplies arriving at Eastern market centers, coupled with stronger trend to dressed lamb prices resulted in a substantial advance on all killing classes. Supplies have been liberal, but local packer demand has been augmented by considerable inquiry from Eastern order buyers. The entire price list, as compared with a week ago, on fat lambs, shows a 50-75c upturn; yearlings, around \$1.00 higher; fat sheep, 50c higher. At the close of the period, bulk of the fed woolled lambs sold \$14.00@14.25; top, \$14.40, yearlings upward to \$12.00; fat ewes, \$7.75@8.25.

### ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Feb. 2, 1928.

CATTLE—Steer and yearling trade carried bearish undertone. Prices suffered 25@50c set-back since last Thursday. Load lots good, medium weight steers made \$14.25; a few reached \$14.50. Nothing choice appeared. Most steers and yearlings, \$12.00@14.00; a few plain warmed up light weights ranged down below \$11.40. Fat she stock values weakened slightly; beef cows bulked at \$7.50@9.50; most slaughter heifers brought \$9.60@11.15. Cutters sold at \$5.50@6.50 largely.

Bulls about steady; medium grades, mostly \$7.25@7.50. Vealers advanced 50c@\$.1.00, with a \$13.50 top late.

HOGS—Butcher classes ruled 10@15c higher than a week ago. Packing sows were strong. Choice 190-220 lb. weights topped late at \$8.25. Desirable 160-230 lb. averages cleared mostly at \$8.10@8.20. Other offerings, including heavy butchers, largely \$7.90@8.05. Majority of packing sows, at \$7.00@7.25; smooth light sows, up to \$7.50.

SHEEP—Sheep and fat lambs scored 25-50c advances. Choice light and handyweight Western lambs reached \$14.35; bulk, \$13.85@14.25; 93-104 lb. woolskins, mostly \$13.00@14.10; choice 86-94 lb. clipped lambs, \$11.50@12.10; choice fed natives, up to \$14.10. Yearlings ruled fully 25c higher, with 90 lb. woolled kinds at \$11.75. Choice 95 lb. wethers, \$10.75; top ewes, \$8.25.

### SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Feb. 1, 1928.

CATTLE—Cattle prices have worked lower. Most classes are 25c lower. Best butcher heifers ruled steady. Bulk of offerings made up of shortfeds. Best steers, \$14.75; bulk, \$12.00@14.00; heifers, \$10.00@12.00; choice cows, \$10.25@11.50; fair cows, \$9.00@10.25; canners and cutters, \$5.00@6.75. Veals were 50c higher; top, \$13.50; bulls, \$7.00 to \$9.50.

HOGS—Receipts 54,000 for three days. Market unevenly lower. Heavy butchers off most. Top Wednesday,

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W. L. Kennett, Louisville, Ky. F. L. Murray, Nashville, Tenn. C. B. Heinemann, Service Mgr., Chicago.

\$8.00; bulk of light and medium butchers, \$7.85@8.00; heavy butchers, \$7.50@7.70; sows, \$6.75@7.00; stags, \$6.50@7.00.

**SHEEP**—Market \$1.00 higher for the week. Best fed western and native lambs, \$14.50; ewes, \$7.75.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Feb. 1, 1928.

**CATTLE**—Price trends lower in cattle this week. Steers and yearlings, 25c or more lower; she stock, 25@50c lower. Top medium-weight steers, \$14.25; yearlings, \$14.00; mixed yearlings, \$13.50; bulk, \$10.50@13.00. She stock has dropped to \$6.75@8.75 schedule for cows; common to medium grade heifers, \$8.00@10.00; specialties, \$10.50 on cows and \$12.00 on heifers. Cutters, \$5.25@6.50; bulls, \$7.50 and down; vealers, \$1.00@1.50 advance; good lights, \$13.00@13.50.

**HOGS**—Hog market for week rather uneven, but 10@25c higher for the period on butcher and bacon hogs; packing sows, steady. Pigs, 50c higher. Desirable lights and butchers, \$8.00; light lights, \$7.50@8.00; packing sows, \$6.75@7.25; most pigs, \$7.50.

**SHEEP**—Slaughter lambs sold on a 50@60c higher basis in general for the week with sheep 25@50c up. Desirable fed lambs, \$14.00@14.10; less desirable or weightier kinds, \$13.00@13.50; heavies, \$11.00@12.00; culls, down to \$10.00; fat ewes, \$7.50@8.00; in-between grades, \$7.00 or better cull and common ewes, \$3.00@6.00.

### RECEIPTS AT CENTERS.

SATURDAY, JANUARY 28, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	200	4,000	5,000
Kansas City	500	1,000	...
Omaha	200	5,000	...
St. Louis	100	3,500	250
St. Joseph	100	3,500	1,500
Sioux City	500	8,500	500
St. Paul	200	1,400	...
Fort Worth	100	400	...
Milwaukee	...	100	...
Denver	250	1,100	1,050
Louisville	100	500	...
Wichita	200	400	400
Indianapolis	100	5,000	500
Pittsburgh	100	1,500	300
Cincinnati	200	5,000	...
Buffalo	200	1,100	300
Cleveland	100	1,000	...
Nashville	100	300	...
Toronto	100	...	...

MONDAY, JANUARY 30, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	60,000	17,000
Kansas City	15,000	10,000	8,000
Omaha	10,000	15,000	11,000
St. Louis	4,200	18,000	1,000
St. Joseph	2,800	5,000	10,000
Sioux City	4,500	13,000	5,000
St. Paul	5,500	17,000	6,000
Oklahoma City	800	1,100	...
Fort Worth	4,500	1,600	...
Milwaukee	200	500	100
Denver	3,300	7,400	6,200
Louisville	1,200	1,500	...
Wichita	3,800	3,800	600
Indianapolis	600	6,500	200
Pittsburgh	1,000	5,000	1,500
Cincinnati	1,100	4,600	200
Buffalo	1,900	12,000	9,000
Cleveland	900	5,500	3,300
Nashville	700	1,100	...
Toronto	2,000	1,400	400

TUESDAY, JANUARY 31, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,500	48,000	10,000
Kansas City	11,000	10,000	5,000
Omaha	8,500	23,000	12,000
St. Louis	4,800	20,500	500
St. Joseph	2,000	6,500	4,000
Sioux City	3,000	19,000	1,500
St. Paul	2,200	10,000	1,000
Oklahoma City	800	1,000	...
Fort Worth	3,000	1,500	200
Milwaukee	1,000	3,000	200
Denver	800	4,800	5,400
Louisville	100	900	...

	1,000	2,000	400
Wichita	1,000	2,000	400
Indianapolis	1,400	10,000	300
Pittsburgh	100	1,000	100
Cincinnati	300	5,300	100
Buffalo	100	1,000	300
Cleveland	200	1,000	1,000
Nashville	100	800	...
Toronto	100	100	...

WEDNESDAY, FEBRUARY 1, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	24,000	11,000
Kansas City	6,000	10,000	6,000
Omaha	6,900	21,000	10,500
St. Louis	3,100	19,000	1,500
St. Joseph	2,200	11,000	6,500
Sioux City	3,000	20,000	2,500
St. Paul	2,700	23,000	2,000
Oklahoma City	1,000	1,000	...
Fort Worth	3,000	1,500	...
Milwaukee	400	2,000	100
Denver	1,300	1,900	11,000
Louisville	100	1,000	...
Wichita	1,500	4,000	400
Indianapolis	1,500	13,000	1,000
Pittsburgh	700	3,500	200
Cincinnati	400	3,500	100
Buffalo	200	1,900	600
Cleveland	300	3,600	1,500
Nashville	100	1,100	100
Toronto	500	1,000	200

THURSDAY, FEBRUARY 2, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	58,000	10,000
Kansas City	2,000	7,000	4,500
Omaha	3,000	18,000	4,500
St. Louis	2,200	15,500	800
St. Joseph	1,500	9,500	3,500
Sioux City	2,000	17,500	1,200
St. Paul	2,000	4,500	700
Oklahoma City	800	800	...
Fort Worth	2,500	1,800	200
Milwaukee	800	3,000	200
Denver	1,700	4,800	5,200
Wichita	1,200	2,300	200
Indianapolis	500	8,500	300
Pittsburgh	...	3,500	200
Cincinnati	500	3,400	100
Buffalo	300	2,200	400
Cleveland	200	2,000	1,500

FRIDAY, FEBRUARY 3, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	62,000	14,000
Kansas City	3,000	5,000	4,000
Omaha	1,000	15,500	6,500
St. Louis	800	22,000	800
St. Joseph	500	8,000	4,000
Sioux City	1,400	23,000	1,300
St. Paul	1,400	14,000	1,000
Oklahoma City	700	1,000	...
Fort Worth	2,000	1,400	800
Milwaukee	300	700	100
Denver	500	2,500	5,200
Wichita	300	1,600	300
Indianapolis	800	10,000	300
Pittsburgh	...	2,000	300
Cincinnati	300	4,000	100
Buffalo	100	5,300	2,600
Cleveland	200	2,000	200

### RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at the principal markets of the country for the week ended Jan. 28 and comparative periods are as follows:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ending Jan. 28	216,000	952,000	278,000
Week ago	244,000	969,000	268,000
1927	241,000	723,000	274,000
1926	232,000	737,000	278,000
1925	231,000	1,022,000	251,000
1924	221,000	1,041,000	248,000

At 14 markets.

	Hogs.
Week ending Jan. 28	843,000
Previous week	864,000
1927	644,000
1926	659,000
1925	934,000
1924	938,000

At 7 markets:

	*Cattle.	Hogs.	Sheep.
Week ending Jan. 28	159,000	729,000	205,000
Previous week	167,000	735,000	209,000
1927	188,000	561,000	212,000
1926	182,000	572,000	210,000
1925	179,000	813,000	198,000
1924	169,000	787,000	183,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

### NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Jan. 28, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,940	7,738	7,789	19,689
New York	578	2,043	26,120	8,413
Central Union	3,114	1,382	...	19,033
Total	7,632	11,183	33,909	44,135
Previous week	7,387	12,602	35,872	40,175
Two weeks ago	8,425	15,398	37,187	51,702

### CHICAGO LIVESTOCK.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

#### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 23	17,192	3,285	66,053	17,330
Tues., Jan. 24	8,904	3,028	66,405	17,219
Wed., Jan. 25	8,235	2,969	27,824	13,227
Thurs., Jan. 26	8,598	3,656	64,907	13,738
Fri., Jan. 27	2,684	905	45,492	12,454
Sat., Jan. 28	200	100	5,000	5,000
Totals this wk.	45,813	13,943	275,681	78,909
Previous week	47,226	11,933	258,991	68,774
Year ago	58,890	13,025	178,036	89,880
Two yrs. ago	56,098	14,571	187,554	77,113

Year's receipts to Jan. 28 with comparative totals:

	1928.	1927.
Cattle	103,925	246,236
Calves	67,788	54,452
Hogs	953,509	740,949
Sheep	316,108	362,428

#### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 23	3,815	625	16,330	4,949
Tues., Jan. 24	2,883	418	13,336	6,012
Wed., Jan. 25	2,645	17	10,946	1,881
Thurs., Jan. 26	2,483	439	18,850	5,700
Fri., Jan. 27	1,140	128	20,095	3,708
Sat., Jan. 28	100	...	3,000	2,000
Totals this wk.	13,066	1,627	82,557	24,200
Previous week	12,135	1,057	79,933	21,181
Year ago	19,244	1,800	54,762	28,824
Two years ago	16,353	1,584	58,406	26,471

#### WEEKLY AVERAGE PRICE.

	Cattle.	Hogs.	Sheep.	Lambs.
Week end, Jan. 28	\$13.80	\$8.20	\$6.75	\$13.50
Previous week	13.85	8.30	6.35	12.90
1927	10.40	12.20	6.90	12.75
1926	9.80	12.45	8.40	14.80
1925	9.55	10.00	9.10	18.20
1924	9.25	7.00	7.80	13.70
1923	8.80	8.25	7.50	13.90
Av. 1923-1927	\$9.50	\$10.10	\$7.95	\$14.03

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Jan. 28	32,700	193,100	54,800
Previous week	35,091	177,061	47,562
1927	39,646	123,274	61,006
1926	39,745	129,138	50,642
1925	36,350	170,121	42,323
1924	33,897	185,543	50,433

\*Saturday, Jan. 28, estimated.

**HOG RECEIPTS, WEIGHTS, PRICES.**  
Receipts average weight and top and average prices of hogs, with comparisons:

	Average No. received	Wgt. lbs.	Prices - Top.	Avg.
*Week ending Jan. 28	275,700	223	\$8.40	\$8.20
Previous week	256,991	229	8.50	8.30
1927	178,036	236	12.60	12.20
1926	187,554	239	13.60	12.45
1925	238,570	225	11.10	10.60
1924	288,773	230	7.25	7.00
1923	202,544	237	8.90	8.23
Av. 1923-1927	225,300	233	\$10.70	\$10.10

\*Receipts and average weight for week ending Jan. 28, 1928, estimated.

### HOG SLAUGHTERINGS.

Chicago packers' hog slaughterings for the week ending Jan. 28, 1928:

Armour & Co.	17,900
Anglo American	7,000
Swift & Co.	20,400
Hammond Co.	7,900
Morris & Co.	20,300
Wilson & Co.	22,300
Boyd-Lunham	7,600
Western Packing Co.	14,800
Roberts & Oake	10,300
Miller & Hart	8,900
Independent Packing Co.	6,800
Brennan Packing Co.	7,100
Acac Packing Co.	6,700
Others	49,400
Total	216,400
Previous week	198,400
Year ago	133,400
1926	141,100
1925	184,200

**How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.**

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, January 28, 1928, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,582	17,900	18,406
Swift & Co.	4,581	20,400	17,712
Morris & Co.	2,921	29,300	7,011
Wilson & Co.	4,043	22,300	7,480
Anglo-Amer. Prov. Co.	552	7,000	.....
G. H. Hammond Co.	2,360	7,900	.....
Libby, McNeill & Libby	1,168	.....	.....
Brennan Packing Co., 7,100 hogs; Miller & Hart, 8,900 hogs; Independent Packing Co., 6,800 hogs; Boyd, Lanham & Co., 7,600 hogs; Western Packing & Provision Co., 14,800 hogs; Roberts & Oake, 10,300 hogs; Agar Packing Co., 6,700 hogs; others, 49,400 hogs.	.....	.....	.....

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,027	910	9,042	2,439
Cudahy Pkg. Co.	2,680	628	6,627	4,424
Morris & Co.	2,205	613	5,711	1,787
Wilson & Co.	2,836	1,489	10,959	4,033
Swift & Co.	3,283	410	7,257	4,077
Fowler Pkg. Co.	638	.....	.....	.....
Local butchers	784	52	.....	.....
Total	14,453	4,182	40,659	17,405

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,106	22,185	13,078
Cudahy Pkg. Co.	4,213	20,991	8,344
Dodd Pkg. Co.	1,170	8,283	.....
Morris & Co.	1,965	6,250	5,499
Swift & Co.	4,394	16,105	12,930
Eagle Pkg. Co.	19	.....	.....
M. Glassburg	.....	.....	.....
Glaser Prov. Co.	.....	.....	.....
Hoffman Bros.	50	.....	.....
Mayerowich & Vall.	41	.....	.....
Omaha Pkg. Co.	41	.....	.....
R. Gunz & Co.	15	.....	.....
J. Roth & Sons.	33	.....	.....
S. Omaha Pkg. Co.	64	.....	.....
Lincoln Pkg. Co.	290	.....	.....
Morrell Pkg. Co.	37	.....	.....
Nagle Pkg. Co.	124	.....	.....
Shindler Pkg. Co.	111	.....	.....
Wilson Pkg. Co.	336	.....	.....
Other Buyers	.....	20,913	.....
Total	17,022	103,727	39,851

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,360	241	12,453	718
Swift & Co.	2,427	1,545	12,062	1,894
Morris & Co.	1,732	440	3,981	634
East Side Pkg. Co.	961	40	10,068	.....
All Others	3,564	1,035	20,715	1,636
Total	10,044	3,301	59,877	4,882

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,007	652	16,424	14,327
Armour & Co.	1,435	376	7,770	3,193
Morris & Co.	1,840	182	8,270	3,544
Others	2,362	131	7,810	2,637
Total	8,643	1,341	40,274	24,001

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,570	258	22,729	2,931
Armour & Co.	2,651	325	22,826	5,744
Swift & Co.	1,902	317	12,164	3,970
Sacks Pkg. Co.	.....	.....	.....	.....
Smith Bros.	44	17	101	.....
Local Butchers	96	22	.....	.....
Order Buyers	2,584	66	20,997	482
Total	9,856	1,005	78,817	13,127

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,685	650	3,902	18
Wilson & Co.	2,154	648	4,094	.....
Other Butchers	80	.....	383	.....
Total	3,919	1,307	8,379	18

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,624	3,536	25,144	3,912
Cudahy Pkg. Co.	1,451	1,651	.....	.....
Hertz Bros.	148	34	65	.....
Swift & Co.	4,177	5,353	38,358	5,377
United Pkg. Co.	1,326	220	.....	4
Others	696	57	16,128	.....
Total	9,387	10,851	79,695	9,293

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	982	779	10,893	2,285
Wichita Drsd. B. Co.	444	32	5,319	3
Don-Ostergaard	140	.....	.....	.....
Keefe-La Sturgeon.	93	.....	.....	.....
Total	1,676	811	16,212	2,288

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern Buyers	977	3,060	17,485	4,996
Kingan & Co.	1,389	743	37,640	533
Indianapolis Abat.	.....	.....	.....	.....
Co.	1,462	25	510	10
Armour & Co.	382	46	2,642	44
Bell Pkg. Co.	60	.....	1,453	.....
Brown Bros.	154	17	.....	.....
Hilgemeier Bros.	.....	.....	1,350	.....
Schussler Pkg. Co.	15	.....	349	.....
Riverview Pkg. Co.	9	.....	341	.....
Meier Pkg. Co.	96	5	406	5
Indiana Prov. Co.	26	21	335	31
Art Wabnitz	.....	43	.....	18
Mans-Hartman & Co.	39	6	.....	2
Steinmetz Pkg. Co.	.....	30	.....	21
Hoosier Abat. Co.	33	.....	.....	.....
Misc.	342	41	487	87
Total	4,984	4,043	62,998	5,753

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	126	54	211	.....
S. W. Gail & Son	.....	18	.....	161
J. Hillberg & Son	129	.....	.....	60
G. Juengling	129	129	.....	12
E. Kahn's Son Co.	674	179	5,748	375
Kroger Gro. & Bak.	.....	.....	.....	.....
Co.	137	82	4,138	.....
Lohrey Pkg. Co.	4	.....	339	.....
H. H. Meyer Pkg.	.....	.....	.....	.....
Co.	24	.....	4,882	.....
W. G. Wilson & Son	167	38	.....	.....
A. Sander Pkg. Co.	10	.....	2,281	.....
J. Schlachter & Son	215	187	.....	64
J. F. Schroth Pkg.	.....	.....	.....	.....
Co.	15	.....	5,482	.....
Vogel & Son	2	6	570	.....
Total	1,632	693	23,651	672

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,269	5,802	10,977	88
U. D. B. Co.	54	.....	.....	.....
The Layton Co.	.....	.....	601	.....
R. Gunz & Co.	16	150	.....	.....
Armour & Co., Milw.	698	2,749	.....	.....
Armour & Co., Chgo.	188	.....	.....	.....
Butchers	257	300	129	88
Traders	230	61	19	4
Total	4,549	8,928	11,876	180

## RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending Jan. 28, 1928, with comparisons:

## CATTLE.

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
Chicago	20,806	22,483	31,172
Kansas City	14,453	15,546	21,891
Omaha	17,002	17,234	20,840
St. Louis	10,044	9,000	12,492
St. Joseph	8,643	9,760	9,583
St. Joseph	9,856	9,485	11,716
Oklahoma City	3,919	4,398	4,574
Indianapolis	4,984	4,229	5,197
Cincinnati	1,632	1,912	1,572
Milwaukee	4,549	2,705	.....
Wichita	1,676	2,007	2,082
Denver	2,258	1,942	.....
St. Paul	9,387	8,714	9,527
Total	107,011	101,625	132,597

## HOGS.

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
Chicago	216,400	198,400	150,500
Kansas City	40,659	56,735	39,537
Omaha	103,727	94,030	77,537
St. Louis	59,877	61,162	38,494
St. Joseph	40,274	42,705	33,852
St. Joseph	78,817	82,746	50,400
Oklahoma City	8,379	6,181	6,006
Indianapolis	62,998	59,883	36,421
Cincinnati	23,651	22,389	12,847
Milwaukee	11,876	10,830	.....
Wichita	16,212	21,884	10,389
Denver	19,112	13,900	.....
St. Paul	79,695	741,512	71,653
Total	742,565	760,624	550,596

## SHEEP.

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
Chicago	50,600	39,879	61,704
Kansas City	17,405	24,135	22,019
Omaha	33,990	31,752	23,204
St. Louis	4,882	6,208	9,221
St. Joseph	21,364	28,051	23,312
St. Joseph	12,808	15,781	10,455
St. Joseph	1,563	1,741	4,339
Philadelphia	4,729	4,574	5,494
Philadelphia	4,729	4,374	5,494
Boston	3,249	4,298	3,874
N. Y. and Jersey City	55,256	53,127	54,910
Oklahoma City	18	97	57
Total	211,127	211,472	220,891

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 28, 1928:

## CATTLE.

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
Chicago	20,806	22,483	31,172
Kansas City	14,453	15,546	21,891
Omaha	17,002	17,234	20,840
East St. Louis	10,044	9,000	12,492
St. Joseph	7,985	8,284	8,514
St. Joseph	7,905	8,097	11,139
Fort Worth	7,997	7,270	7,279
Philadelphia	1,545	1,647	1,894
Indianapolis	5,032	4,452	4,680
Boston	1,304	1,741	1,650
N. Y. and Jersey City	8,805	9,164	10,283
Oklahoma City	5,226	5,275	5,866
Total	110,677	115,290	144,968

## HOGS.

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
Chicago	216,400	198,400	150,500
Kansas City	40,655	56,735	39,537
Omaha	72,431	65,015	51,580
East St. Louis	59,877	61,162	38,494
St. Joseph	32,671	38,060	30,452
St. Joseph	61,726	54,509	47,287
Fort Worth	9,300	9,444	5,745
Philadelphia	17,336	18,420	16,774
Indianapolis	67,425	63,740	35,409
Boston	26,364	24,209	18,507
N. Y. and Jersey City	68,478	71,624	53,484
Oklahoma City	8,379	6,181	6,006
Total	681,948	567,499	507,863

## SHEEP.

	Week ending Jan. 28.	Prev. week.	Cor. week, 1927.
Chicago	50,600	39,879	61,704
Kansas City	17,405	24,135	22,019
Omaha	33,990	31,752	23,204
East St. Louis	4,882	6,208	9,221
St. Joseph	21,364	28,051	23,312
St. Joseph	12,808	15,781	10,455
Fort Worth	1,563	1,741	4,339
Philadelphia	4,729	4,574	5,494
Philadelphia	4,729	4,374	5,494
Boston	3,249	4,298	3,874
N. Y. and Jersey City	55,256	53,127	54,910
Oklahoma City	18	97	57
Total	211,127	211,472	220,891

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Jan. 26, 1928, with comparisons:

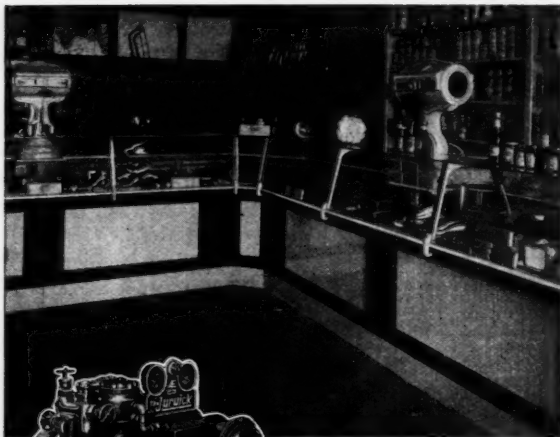
## BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended Jan. 26.	Prev. week.	Same week, 1927.
Toronto	\$11.50	\$12.00	\$ 7.75	.....
Montreal	11.50	10.75	7.00	.....
Winnipeg	10.75	11.50	7.25	.....
Calgary	10.50	9.85	6.50	.....
Edmonton	11.00	10.00	6.75	.....
Pr. Albert	.....	9.50	.....	.....
Moose Jaw	8.50	.....	.....	.....

## VEAL CALVES.

Toronto .....	\$16.00	\$16.00	\$14.50
Montreal .....	12.50	13.00	11.50
Winnipeg .....	14.00	15.00	11.00
Calgary .....	14.00	14.00	8.00
Edmonton .....	13.00	14.00	10.00
Pr. Albert .....	.....	13.00	.....
Moose Jaw .....	13.00	7.00	.....





## Cooled with a Juruick

**JURUICK REFRIGERATION** is one of the up-to-date features that make the market shown above a model.

Electric refrigeration enables this progressive store to carry larger stocks without danger of spoilage and to display them better in refrigerated show cases.

The best class of trade is attracted; customers are waited upon more easily; they know that the food they buy has been properly cared for and that they will receive it in the best of condition.

Juruick Automatic Units are an asset to any store . . . they build business and cut down expense. Built in sizes for every commercial need, there is a Juruick Unit that will just fit your requirements.

When you turn the switch of your Juruick you need not worry any longer about your refrigeration.

### American Engineering Company

2407-2425 Aramingo Ave.

Philadelphia, Pa.

Gentlemen: Please send me your booklet, "Turn this switch," which describes your Juruick Units.

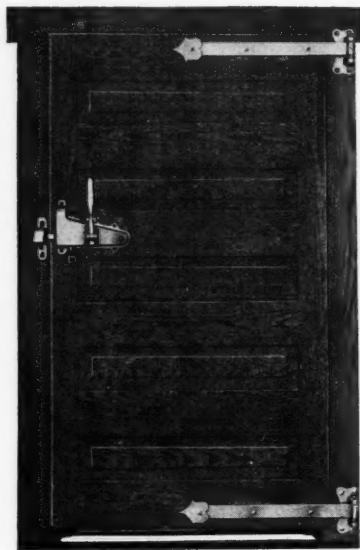
.....  
Please print name plainly

.....  
Street Address

.....  
City

.....  
State

## Much has been said and---



**MUCH** has been said—and much has been written about the fact that comparison is the true unit of value. We stressed this point in our January message to you in this publication.

The following is a true case and we suggest that you be the judge and jury.

### THE CASE

Given two doors, of the same size, built to sell for the same price; and ostensibly to serve the same purpose—

One is insulated with 3" of cork, the other with 4" of cork. In the first door the stile, or vertical piece of the door, is halved out on one side to receive the rails and the panels. The second door is mortised for both rail and panel allowing a clearance to provide for any swelling. These comparisons are but two of the many possible to cite.

Which door will you buy to protect your products that are to be kept in refrigeration—WHICH?

*A very complete book telling more of the construction of Victor Standard Refrigeration products is yours for the asking. Mail a post card today—NOW.*

## Victor Cooler Door Co., Inc. Hagerstown, Md.

New York Oakland Chicago Atlanta

### Authorized Distributors.

Allan Ice Machine Co.

Omaha, Neb.

Louis A. Roser

Salt Lake City, Utah

Southern States Insulating Co.

Atlanta, Ga.

Factory Supply Co.

Birmingham, Ala.

Central Engineering & Supply Co.

Dallas, Texas

Warren & Bailey Co.

Los Angeles, Calif.

Edwards Ice Machine & Supply Co.

Seattle, Wash.

Edwards Ice Machine & Supply Co.

Oakland, Calif.

H. T. Steffee  
New Orleans, La.

# Ice and Refrigeration

## ICE NOTES.

Work has started on the alterations to the plant of the Terminal Ice & Cold Storage warehouse, Salem, Ore. It is expected that about \$41,000 will be spent.

A contract has been let for the construction of a large addition to the plant of the Bastrop Ice & Cold Storage Co., Bastrop, La. The cost of the new construction will be about \$40,000.

A new ice and cold storage plant is to be built in McKinney, Tex., by A. S. Becker, Palo Alto, Calif.

The Central Light & Power Co., is planning to build a cold storage plant in Chihuahua, Tex. The project will cost \$45,000.

It is reported that a cold storage plant will be erected at Brookfield, Mo. The cost, it is said, will be in the neighborhood of \$85,000.

Vetter Brothers are erecting a cold storage plant to cost \$50,000 at 515 Junita St., Louisville, Tex.

The Baker County Power Co. has bought the cold storage, light, power and water plant at Arlington, Ga.

Additional refrigeration equipment has been purchased and installed by the Lyons Ice & Cold Storage Co., Lyons, Ga.

L. Tobias & Sons, local meat men, Chipley, Fla., have purchased a building which will be remodeled into a cold storage plant.

The cold storage installation of the Lubert Ice & Cold Storage Co., Elba, Ala., has been placed in operation.

A small cold storage plant is under construction in Sand Springs, Ala.

The plant of the Bandon Cold Storage Co., Bandon, Ore., has been sold to the Gold Beach Packing Co.

Control of the Williamson Ice & Cold Storage Co., Williamson, W. Va., has passed to T. P. Hankins and a group of business men. Mr. Hankins is president of the new company.

The Jesup Ice Co., Jesup, Ga., has added a meat curing department.

The New York cold storage plant, Augusta, Ga., has been completed.

The Hudson Storage & Ice Corporation, Greenpoint, N. Y., has been incorporated with a capital stock of \$200,000.

A one-story cold storage warehouse is being planned by the United Refrigeration & Storage Corporation, New York City. It will be located at 471 West 128th St., and will cost about \$25,000.

The Jamestown Cold Storage Co., Jamestown, N. Y., has been incorporated with a capital stock of \$150,000.

Formal opening of the new plant of the Hudson Valley Cold Storage Co., Germantown, N. Y., was held recently.

Plans for a new ice manufacturing and cold storage plant are being made by the Crystal Ice Co., Somerville, N. Y.

A new cold storage warehouse is being planned for Caldwell, Ida., by the Idaho Egg Producers' Association.

The North American Cold Storage Co., Chicago, Ill., has changed its name to Nac Storage Co.

Plans have been filed by the Wible Ice Co., Wichita, Kan., for a one-story and basement cold storage warehouse.

## REBORING THE CYLINDER.

One of the interesting questions brought up and answered in open discussion at one of the sessions of the convention of the National Association of Practical Refrigerating Engineers, held recently, was, "How is it possible to tell if the compressor cylinder needs to be rebored?"

Several members gave answers. One of these was that the cylinder be calibrated. Another suggested that it never is safe to rebores a cylinder unless a new piston is to be installed. Still another said he thought a cylinder should be rebored when the cost to do the work would equal the loss in capacity for the season's operation.

One method of determining an answer to the question was given by one member as follows: "Measure the cylinder diameter in a number of places with a micrometer. Opinions of engineers vary regarding reboring, but under average conditions the work should be undertaken when the difference between the maximum and minimum diameters of a bore is .025 per cent or over."

### Card Shows When to Rebores.

Another engineer who expresses his opinions on this subject said that, as a rule, before this question comes up the man in charge is usually aware of the cylinder measurements and knows how much the cylinder is worn out of round and whether or not it is bell-shaped.

The cylinder may be all of these and still give good service providing the rings are in good condition and work freely in the piston grooves. If the cylinder is worn so much the rings will not seat in their travel then it is time to rebore.

This can be determined by first making sure that the cylinder valves are tight and in good condition and by taking of indicator cards. After the card is taken plot the adiabatic curve and if it does not follow above the actual compressor curve it is certain that the hot gas is blowing by the piston rings to the suction, increasing the temperature of the suction gas and reducing the capacity of the compressor.

On horizontal compressors the cylinder may wear so low that the cross-head cannot be lowered enough to level the rod travel. This results in a galloping rod and packing troubles. Also the rod may ride the packing gland and cause a scored rod and packing trouble.


### Soft Rings Easy on Cylinder.

In regard to piston rings one speak-

er said that soft metal wearing rings have less friction on the cylinder walls than the cast iron rings. Therefore, there is less wear on the cylinder walls and less friction losses in the compressor. This is more pronounced in machines with high piston speed than in slower machines.

A composition of 50 per cent copper and 50 per cent lead has been found to give excellent results, being tough and less liable to crack and break up than babbitt or white metal, and less liable to pick up particles of foreign matter which will wear the cylinder and may cause scoring.

Care must be taken to equip the compressor with a fine mesh strainer

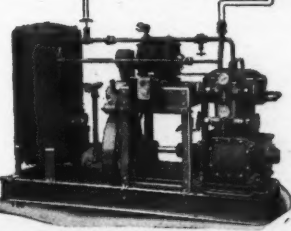


**A**  
**FRICK**  
**Refrigerating Machine**

Will cool your boxes—and keep on cooling them, long after other machines would be worn out.

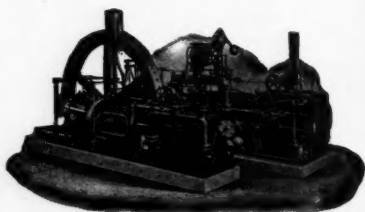
Let us tell you why. Write today.  
Address

**Frick Company**  
NEW YORK CITY  
CHICAGO  
PHILADELPHIA  
SAN FRANCISCO



# Vilter Refrigerating and Ice Making Plants for the Meat Products Industry

Horizontal  
Compressors  
8 Tons  
Capacity  
and up  
Vertical  
Compressors  
1 to 18 Tons



Complete Data Promptly Furnished

**The Vilter Manufacturing Co.**  
806-826 Clinton St. Milwaukee, Wis.  
EST. 1867

## Reliable Corkboard

TRADE MARK

"Protected in Corkboard from Factory to Consumer"

UNEQUALLED FOR INSULATING

COLD STORAGE WAREHOUSES - REFRIGERATORS  
ICE PLANTS - DAIRIES - FUR VAULTS.

### LUSE-STEVENSON CO.

FACTORY: 387 WEST MICHIGAN AVENUE, CHICAGO, ILLINOIS, U. S. A.



Complete estimates—including insulation, doors, accessories, and labor—furnished by our construction department. No obligation.

Send for descriptive circular on conductivity, method of packing and manufacture of Reliable Corkboard.

**LUSE-STEVENSON CO.**  
307 N. Michigan Ave. Chicago, Ill.

to keep out foreign matter and to see that a plentiful supply of oil of good quality is delivered to the piston.

## CORRECT ERRORS ABOUT MEAT.

(Continued from page 28.)

ments that ice cream was "Better than meat in body and health-building properties," but readily agreed to eliminate such statements from future advertisements when the Institute's point of view was presented.

### Knocked by a Competitor.

3. A well-known concern selling a nationally advertised vegetable oil made the following statement in an advertisement: "Once you try—for cooking, you will never go back to the old fashioned way of using animal fats."

The Department of Public Relations and Trade brought this matter to the attention of the National Better Business Bureau, which later informed the Institute that the company would eliminate the statement in the future, as it was its intention "to avoid advertising in any manner that might be construed as a disparagement of competing products."

4. A distributor of codfish had been using a carton on which the following statement appeared: "Government analyses show that shredded codfish contains more protein than any other fresh meat."

Following representations by the Department of Nutrition, this company indicated that its next supply of cartons would not contain this statement.

### Defending the Innocent Frankfurt.

5. The publication referred to in the second paragraph published an article warning the public to "Be Sure Your Hot Dog Is Hot," stating that otherwise it was not safe.

The Department of Nutrition pointed out that this warning was unnecessary and likely to leave a false impression with the public. The editor of the publication expressed interest in this point of view, and said the information would be used in the same department in which the offending article appeared.

In writing to advertisers in cases of this sort, the Institute tries to show that the modern tendency in advertising is distinctly away from comparisons with other foods or other products and in the direction of advertising every food on the basis of its own qualities and excellence, without reference to other products. Wherever the statements are unfair or inaccurate, the Institute places the actual facts before the advertiser.

It is gratifying to find that most advertisers who have made statements that are unfair to meat have done so unwittingly or because they did not

realize the effect which the statements might have on the meat industry, and have been willing promptly to discontinue the use of such statements after the matter has been brought to their attention.

In this bulletin members of the Institute also are requested to forward promptly to the Institute any advertisements or statements unfair to meat that may come to their attention.

## PACKER WORKMEN'S CLOTHING.

A questionnaire regarding the standardization of workmen's clothing was sent to member companies of the Institute with Bulletin No. 60-X. The questionnaire, which was sent at the request of the Sub-Committee on Standardization, of which W. H. Kammert is Chairman, requests member companies to indicate which items of clothing they consider it advisable to standardize, and the kind of material favored.

The following items of workmen's clothing were listed in the questionnaire: overalls, bib overalls, unionalls, coveralls, foremen's frocks, lugger's frocks, luggers' caps, woolen frocks, cloth aprons, and cloth jackets (sleeveless, and half sleeve).

When these questionnaires have been returned the sub-committee will give further consideration to the advisability of standardizing these items.



# Chicago Section

C. D. Middlebrook, of Wilson & Co., has been spending several weeks in the East.

S. C. Frazee, general superintendent of Wilson & Co., left this week on a business trip to Kansas City.

Fred Six, cattle buyer for Swift & Company at Buenos Aires, Argentina, was in Chicago this week in the course of a visit to the United States.

Max Matthes, president of the Wilmington Provision Co., Wilmington, Del., was in Chicago this week looking over the trade situation and greeting a host of old friends.

Mrs. Charles E. Herrick is getting along splendidly following an operation performed at the Rockford Hospital, and is now recuperating at the home of relatives in Rockford.

Fred H. Walton, well-known packing-house machinery expert of Buenos Aires, has been spending some time in Chicago recently in connection with the selection of equipment to be installed in a new municipal abattoir being erected in the capital city of Argentina.

Provision shipments from Chicago for the week ending Jan. 28, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	16,598,000	16,264,000	15,344,000
Fresh meats, lbs.	37,965,000	43,187,000	43,886,000
Lard, lbs.	7,063,000	7,722,000	8,569,000

Packers' purchases of livestock at Chicago for the first four days of this week totaled 27,057 cattle, 11,651 calves, 102,374 hogs and 24,773 sheep.

## MEXICO A BETTER MARKET.

The market for American packing-house products in Mexico was never brighter than it is now, in the opinion of R. J. Lester of Laredo, Tex., who represented Geo. A. Hormel & Co., in Mexico City for 16 years, and who recently paid a visit to Chicago.

Life and property in that country, Mr. Lester said, are as safe now as they are in the United States. The political situation seems to have been smoothed out, and a continued administration like that of the present is assured as a result of the alleged agreement whereby Obregon will succeed Calles as president; and Calles will probably again succeed Obregon. The execution of rebellious political leaders resulted in the saving of many lives, in Mr. Lester's opinion.

## BUTCHER SUPPLY CONVENTION.

(Continued from page 28.)

Mr. Bosanko called the convention's attention to changing conditions in the industry, to the zone meetings which were held during 1927, and to the results of the resolutions which were passed at the last annual meeting. In this connection he spoke especially of the uniform size loose-leaf binder

catalogue, and he congratulated past president Robert W. Neuburger, who was chairman of the committee having charge of this work.

During the course of his talk the president spoke feelingly of the death of William W. Wood and Paul J. Daemicke, both members of the association, who died the past year, and the convention passed appropriate resolutions of regret.

He called attention also to the fact that during the past year the Lewis Casing Company, of Seattle; the Hammell Supply Company, of Salt Lake City; and the J. M. Blair Company, of Sacramento, have become affiliated with the association as members.

Among other suggestions made by the retiring president was the appointment of a new committee to be known as the Associate Members Grievance Committee; that an effort should be put forth to find an insurance company to offer a policy and rate acceptable and optional to the members of the organization; that steps be taken to have the new loose leaf catalogue reserved for the exclusive use of the members of the organization; and the advertising program already mentioned.

## An Active Organization Executive.

DeWitt C. Reed, secretary of the association, in his annual report to the membership spoke of what had been accomplished during the past year and some of the things that must be taken up during the coming year. He also spoke of the successful zone meetings which were held during 1927. Mr. Reed laid especial stress on the matter of cooperative advertising, which was touched upon by the president in his address.

"Cooperative advertising," said Mr. Reed, "is one of the strongest mediums by which trade associations are meeting their responsibilities to their members today. It is the direct rebuttal of the old maxim in common law, caveat emptor, let the buyer beware. If we handle standard goods we should let the public know what goods are standard and who we are who carry them. Today well planned campaigns are carried out by associations to assure the public that the products of their industries can be bought with perfect confidence." Continuing on this subject Mr. Reed said:

"I should like to relate what cooperative advertising accomplished for a little group in Chicago, in the language they tell it themselves. They say: 'Our trade association dug up the idea. We had been muddling along getting business in a sort of haphazard way. Then the association came along urging us to advertise. None of us could afford to advertise in a way that would make a showing, so we did it as an association. This advertising marked the beginning of the sale of equipment to builders in our market on an entirely new basis and in record volume.'"

Speaking of the interest shown in the convention held this year, Mr. Reed expressed the opinion that this was due in large part "to the fact that the association has been gradually ac-

complishing things of real value to the butcher supply industry." He reported that both the active and associate membership of the association has held up very well during the past year.

Among the firms represented at the conference were: Smith Supply & Equipment Company, Buffalo, N. Y.; J. B. Minette Company, Providence, R. I.; Stern Company, Washington, D. C.; McArthur, Wirth & Cooney, Syracuse, N. Y.; New York Butchers' Supply Company, New York City; R. H. Forschner Company, New York City; M. Brand & Sons, New York City; John Chatillon Sons Company, New York City; Leffler Brothers, New York City; D. F. Lorenz, Brooklyn, N. Y.; A. C. Wicke Manufacturing Co., New York City; A. Gottsandt & Son, Jersey City, N. J.; Harrison W. Mills, Boston; F. T. Knight, Inc., Boston; H. F. Heacock, Standard Refrigerator Co., both of Philadelphia; Ottenheimer Brothers and J. F. Pfeiffer & Son, Baltimore; Clarence Baier, New Brunswick, N. J.; C. V. Hill & Company, Trenton, N. J.; Newark Butcher Supply Co., Newark, N. J.; American Wire Form Co., Jersey City, N. J.; McCray Refrigerator Co., Kendalville, Ind.; Cronkrite-Bosanko Supply Co., Denver; P. J. Daemicke Co., Chicago; Cincinnati Butcher Supply Co., and C. Schmidt Company, Cincinnati; H. Erlich & Sons, St. Joseph, Mo.; St. Louis Butcher & Hotel Supply Co.; E. J. Wirfs, St. Louis, Mo.

## Convention Notes.

Among the associate members exhibiting at the convention were Grand Rapids Brass Co.; K. C. Seelbach Co., Inc.; Reading Wood Pulley Co.; McCormick & Company, Baltimore, Md., and Hopp Press, Inc., New York.

Edward C. Smith, chairman of the entertainment committee of the convention, was complimented on the fine entertainments he arranged, including the banquet and the sight-seeing trips for both the delegates and their ladies.

President Bosanko's brief address of farewell was appreciated by the delegates, because it was concise and to the point.

Secretary DeWitt C. Reed, as usual, was very busy trying to start the meetings promptly and keeping things going when they had been started.

Members of the refrigerator group of the National Commercial Fixture Manufacturers' Association attended the annual banquet and also attended some of the open sessions of the convention.

George M. Wiedemer was chairman of the nomination committee of the convention, which had charge of the "slate" for the candidates for offices for 1928.

Ed McGuirk, treasurer of J. B. Monette Co., Providence, R. I., was half the show himself, the delegates said.

Past president Robert W. Neuburger of New York City was complimented on all sides for his good judgment in securing Senator Copeland as the banquet speaker. The Senator "knows his bacon" and he made a big hit.

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on Actual Cash Trading, Thursday,  
February 2, 1928.

Regular Hams.		S. P.
Green.		
8-10	17 1/2	17 1/2
10-12	16 1/2	16 1/2
12-14	16	16 1/4
14-16	16	16 1/2
16-18	14 1/2	15 1/2
18-20	14 1/2	15 1/2
20-22	14 1/2	15 1/2
22-24	14 1/2	15 1/2
24-26	14 1/2	15 1/2
26-28	14 1/2	15 1/2
28-30	14 1/2	15 1/2
30-35	14 1/2	15 1/2
S. P. Boiling Hams.		Select.
H. Run.		
16-18	15 1/2	16
18-20	15 1/2	16
20-22	14 1/2	15
Skinned Hams.		S. P.
Green.		
10-14	17 1/2	17
14-16	16 1/2	16
16-18	16 1/2	16
18-20	15 1/2	15 1/4
20-22	15 1/2	15 1/4
22-24	13 1/2	14
24-26	12 1/2	13 1/2
26-28	12 1/2	13 1/2
28-30	12 1/2	13 1/2
30-35	11 1/2	12 1/2
Piconics.		S. P.
Green.		
4-6	10 1/4	10 1/4
6-8	9 1/4	9 1/4
8-10	9 1/4	9 1/4
10-12	9 1/4	9 1/4
12-14	9 1/4	9 1/4
Bellies.*		S. P.
Green.		
6-8	17 1/2	18 1/4
8-10	17 1/2	17 1/2
10-12	16 1/2	17
12-14	16 1/2	17
14-16	15 1/2	16 1/4
16-18	14 1/2	15 1/4
18-20	13 1/2	14 1/4
*Square Cut and Seedless.		
D. S. Bellies*		Rib.
Clear.		
14-16	13 1/2	13
16-18	13 1/2	13
18-20	13	13
20-25	12 1/2	12 1/2
25-30	12 1/2	12 1/2
30-35	12 1/2	12 1/2
35-40	12 1/2	12 1/2
40-50	11 1/2	11 1/2
*Fully Cured.		
D. S. Fat Backs.		
8-10	9 1/4	9 1/4
10-12	9 1/4	9 1/4
12-14	9 1/4	9 1/4
14-16	9 1/4	9 1/4
16-18	12	12
18-20	12 1/2	12 1/2
20-25	12 1/2	12 1/2
D. S. Rough Ribs.		
45-50	11.50	11.50
55-60	11.25	11.25
65-70	11.00	11.00
75-80	10.75	10.75
Other D. S. Meats.		
Extra Short Clears.	35-45	11 1/4
Extra Short Ribs.	35-45	11 1/4
Regular Plates.	6-8	9 1/4
Clear Plates	4-6	8 1/4
Jowl Butts		8
LARD.		
Prime steam, tierces.	11.32 1/2	11.32 1/2
Prime steam, loose.	10.52 1/2	10.52 1/2

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JANUARY 28, 1928.

	Open.	High.	Low.	Close.
LARD—				
Jan. ... 11.82 1/2	11.82 1/2	11.82 1/2	11.70	11.70
Mar. ... 11.85	11.85	11.85	11.77 1/2	11.77 1/2
May ... 12.07 1/2	12.07 1/2	12.07 1/2	12.00	12.00
CLEAR BELLIES—				
Jan. ....				12.50
Mar. ....				12.60
May ... 12.82 1/2	12.82 1/2	12.82 1/2	12.80	12.82 1/2
SHORT RIBS—				
Jan. ....				11.15
May ....				11.50
July ....				11.75

MONDAY, JANUARY 30, 1928.

	Open.	High.	Low.	Close.
LARD—				
Jan. ... 11.62 1/2-65	11.65	11.52 1/2	11.52 1/2	ax
Feb. ... 11.70	11.70	11.70	11.70	11.62 1/2
Mar. ... 11.75	11.75	11.82 1/2	11.82 1/2	11.82 1/2
May ... 11.95	12.00	11.80	11.80	11.80-82 1/2
July ... 12.15-17 1/2	12.17 1/2	12.02 1/2	12.02 1/2	12.02 1/2
CLEAR BELLIES—				
Jan. ... 12.62 1/2	12.62 1/2	12.62 1/2	12.62 1/2	12.62 1/2
Mar. ... 12.67 1/2	12.67 1/2	12.62 1/2	12.62 1/2	ax
May ... 12.85	12.85	12.82 1/2	12.82 1/2	12.82 1/2
July ... 12.95	12.97 1/2	12.95	12.97 1/2	b
SHORT RIBS—				
Jan. ....				11.15n
May ....				11.50n
July ....				11.75ax

TUESDAY, JANUARY 31, 1928.

	Open.	High.	Low.	Close.
LARD—				
Jan. ... 11.60	11.62 1/2	11.45	11.55-58 1/2	
Feb. ... 11.55	11.55	11.55	11.55n	
Mar. ... 11.62 1/2	11.62 1/2	11.57 1/2	11.62 1/2n	
May ... 11.85-87 1/2	11.87 1/2	11.77 1/2	11.82 1/2	
July ... 12.05	12.05	12.00	12.05ax	
CLEAR BELLIES—				
Jan. ....				12.62 1/2n
Mar. ... 12.60	12.60	12.60	12.60ax	
May ... 12.82 1/2	12.82 1/2	12.80	12.80	
July ... 12.97 1/2	12.97 1/2	12.97 1/2	12.97 1/2b	
SHORT RIBS—				
Jan. ....				11.15n
May ....				11.45ax
July ... 11.80	11.80	11.75	11.75	

WEDNESDAY, FEBRUARY 1, 1928.

	Open.	High.	Low.	Close.
LARD—				
Feb. ... 11.45	11.45	11.45	11.45b	
Mar. ... 11.60	11.60	11.55	11.60n	
May ... 11.80	11.82 1/2	11.77 1/2	11.82 1/2ax	
July ... 12.00	12.10	12.00	12.07 1/2	
CLEAR BELLIES—				
Mar. ....				12.60n
May ....				12.82 1/2ax
July ....				12.97 1/2n
SHORT RIBS—				
May ....				11.45n
July ....				11.75n

THURSDAY, FEBRUARY 2, 1928.

	Open.	High.	Low.	Close.
LARD—				
Feb. ... 11.32 1/2	11.32 1/2	11.47 1/2	11.47 1/2	11.35n
Mar. ... 11.52 1/2	11.52 1/2	11.72 1/2	11.72 1/2	11.47 1/2b
May ... 11.75-80	11.80	11.72 1/2	11.72 1/2	11.72 1/2b
July ... 12.02 1/2	12.02 1/2	11.95	11.97 1/2	
Sept. ... 12.20	12.20	12.20	12.20ax	
CLEAR BELLIES—				
Mar. ... 12.50	12.52 1/2	12.50	12.50ax	
May ... 12.70	12.70	12.70	12.70	
July ... 12.95	12.95	12.90	12.90ax	
SHORT RIBS—				
May ....				11.40b
July ... 11.70	11.70	11.70	11.70	

FRIDAY, FEBRUARY 3, 1928.

	Open.	High.	Low.	Close.
LARD—				
Feb. ... 11.47 1/2	11.47 1/2	11.35	11.35	11.22 1/2ax
Mar. ... 11.70	11.70	11.57 1/2	11.57 1/2	11.35
July ... 11.92 1/2-95	11.95	11.80-82 1/2	11.80-82 1/2	11.57 1/2ax
Sept. ....				12.02 1/2ax
CLEAR BELLIES—				
Mar. ... 12.40	12.40	12.40	12.40ax	
May ... 12.60	12.62 1/2	12.60	12.60	
July ... 12.80	12.85	12.80	12.80	
SHORT RIBS—				
May ... 11.35	11.35	11.32 1/2	11.32 1/2ax	
July ... 11.62 1/2	11.62 1/2	11.57 1/2	11.57 1/2ax	

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Feb. 2, 1928, with comparisons, were as follows:

	Week ending Feb. 2.	Prev. week.	Cur. week.
Armour & Co.	16,825	17,417	6,300
Anglo-American Prov. Co.	7,925	10,583	2,875
Swift & Co.	16,030	12,987	12,872
G. H. Hammond Co.	8,353	8,563	6,311
Morris & Co.	14,433	15,347	7,923
Wilson & Co.	16,641	20,994	11,000
Boyd-Lamham Co.	7,943	8,722	6,280
Western Pkg. & Prov. Co.	14,322	14,706	7,031
Roberts & Onks.	11,775	12,550	6,214
Miller & Hart.	11,494	12,256	6,438
Independent Pkg. Co.	7,468	7,682	5,821
Brennan Pkg. Co.	7,750	7,600	6,438
Agar Pkg. Co.	8,826	6,036	3,000
Total	149,483	155,196	88,734

## CHICAGO RETAIL FRESH MEATS

Beef.		No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	35	22	10	
Rib roast, light end.	45	28	20	
Chuck roast	26	20	14	
Steaks, round	45	30	20	
Steaks, sirloin, best cut.	40	40	20	
Steaks, porterhouse	75	45	20	
Steaks, flank	28	25	15	
Beef stew, chuck.	20	18	12 1/2	
Corned briskets, boneless.	24	22	13	
Corned plates	16	12	10	
Corned rumps, boneless.	25	22	13	
Lamb.		Good.	Com.	
Hindquarters	32			
Legs	35			
Stews	25			
Chops, shoulder	25			
Chops, rib and loin	55			
Mutton.				
Legs	26			
Stew	10			
Shoulders	16			
Chops, rib and loin	35			
Pork.				
Loin, whole, 8@10 av.	18	20		
Loin, whole, 10@12 av.	17	18		
Loin, whole, 12@14 av.	17	18		
Loin, whole, 14 and over.	16	17		
Chops	24	27		
Shoulders	15	16		
Butts				
Spareribs				
Hocks				
Leaf lard, unrendered				
Veal.				
Hindquarters	26	28		
Forequarters	14	20		
Legs	15	20		
Breasts	12	18		
Shoulders	10	12		
Cutlets	10	12		
Rib and loin chops				
Butchers' Offal.				
Suet	8 1/2			
Shop fat	8 1/2			
Bone, per 100 lbs.	8 1/2			
Calf skins	24			
Kips	22			
Deacons	12			

## CURING MATERIALS.

	Bbls.	Secs.
Nitrite of Soda, 1 c. 1. Chicago.	9 1/2	8 1/2
Double refined saltpetre, gran. l.c.l.	8 1/2	8 1/2
Crystals	8	8 1/2
Double refined nitrate of soda, f. o. b.		
N. Y. S. S., carloads.	3 1/2	3 1/2
Less than carloads, granulated.	4 1/2	4 1/2
Crystals	5 1/2	5 1/2
Kega, 100@200 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	8 1/2	8 1/2
Crystals to powdered, in bbls.	8 1/2	8 1/2
5-ton lots or more.	9 1/2	9 1/2
In bbls. in less than 5-ton lots.	8 1/2	8 1/2
Borax, carloads, powdered, in bbls.	5 1/2	5 1/2
In ton lots, gran. or powdered, in bbls.	5	5 1/2
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago bulk	9.00	
Medium, car lots, per ton, f.o.b. Chicago, bulk	8.10	
Rock, carlots, per ton, f.o.b. Chicago	6.10	
Sugar—		
Raw sugar, 96 basis, f. o. b. New Orleans	4.45	
Second sugar, 90 basis.	4.45	
Syrup, testing 63 and 65 combined sucrose and invert, New York.	4.45	
Standard granulated f. o. b. refiners (2%)	4.50	
Packers' curing sugar, 100 lb. bags, f. o. b. Reserve, L.A., less 2%	4.50	
Packers' curing sugar, 100 lb. bags, f. o. b. Reserve, L.A., less 2%	4.50	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending	Cor. week,
	Feb. 2	1927.
Prime native steers.....	23 @25	19 @20
Good native steers.....	20 @23	16 @18
Medium steers.....	17 @20	14 @16
Hefers, good.....	15 @22	13 @18
Cows.....	12 @16	9 @13
Hind quarters, choice.....	28 @31	25 @25
Fore quarters, choice.....	19 @21	16 @16

## Beef Cuts.

Steer Loins, No. 1.....	52 @33	32 @33
Steer Loins, No. 2.....	44 @30	30 @31
Steer Short Loins, No. 1.71	@73	39 @40
Steer Short Loins, No. 2.....	58 @37	
Steer Loin Ends (hips).....	33 @36	
Steer Loin Ends, No. 2.34	@24	
Cow Loins.....	27 @20	
Cow Short Loins.....	20 @16	
Steer Ribs, No. 1.....	37 @38	24 @25
Steer Ribs, No. 2.....	33 @34	23 @23
Cow Ribs, No. 1.....	22 @17	
Cow Ribs, No. 2.....	14 @14	
Cow Ribs, No. 3.....	20 1/2 @15 1/2	
Steer Rounds, No. 2.....	20 @20	
Steer Chucks, No. 1.....	19 @14 1/2	
Steer Chucks, No. 2.....	18 @13 1/2	
Cow Rounds.....	16 1/2 @13	
Cow Chucks.....	15 @11 1/2	
Steer Plates.....	13 @8 1/2	
Medium Plates.....	13 @8 1/2	
Briquets, No. 1.....	20 @12	
Briquets, No. 2.....	13 @8 1/2	
Steer Navel Ends.....	13 @8 1/2	
Cow Navel Ends.....	11 1/2 @8 1/2	
Fore Shanks.....	11 1/2 @7 1/2	
Hind Shanks.....	10 1/2 @7 1/2	
Balls.....	25 @21	
Strip Loins, No. 1, boneless	@80	@45
Strip Loins, No. 2.....	@45	@40
Sirloin Butts, No. 1.....	@40	@28
Sirloin Butts, No. 2.....	@29	@22
Beef Tenderloins, No. 1.....	@73	@70
Beef Tenderloins, No. 2.....	@18	@15
Bump Butts.....	@18	@18
Flank Steaks.....	@22	@18
Shank Steaks.....	@15	@15
Hanging Tenderloins.....	@20	@10

## Beef Products.

Brains (per lb.).....	@10	11 @12
Hearts.....	@8	@8
Tongues.....	@20	21 1/2 @25
Sweetbreads.....	@38	@40
Ox-Tail, per lb.....	@15	12 @13
Fresh Tripe, plain.....	@6	@4
Fresh Tripe, H. C.....	@7 1/2	@6 1/2
Livers.....	18 @20	7 @14
Kidneys, per lb.....	@10	10 @10 1/2

## Veal.

Choice Carcass.....	@23	20 @22
Good Carcass.....	17 @20	15 @19
Good Saddle.....	20 @28	20 @28
Good Backs.....	14 @18	12 @16
Medium Backs.....	11 @12	10 @12

## Veal Products.

Brains, each.....	@12	13 @14
Sweetbreads.....	@75	16 @17
Calf Livers.....	@57	13 @45

## Lamb.

Choice Lambs.....	@27	@26
Medium Lambs.....	@24	@24
Choice Saddle.....	@30	@29
Medium Saddle.....	@28	@28
Choice Fores.....	@19	@19
Medium Fores.....	@17	@17
Lamb Fries, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@30	@25

## Mutton.

Heavy Sheep.....	@11	@10
Light Sheep.....	@13	@14
Heavy Saddle.....	@12	@12
Light Saddle.....	@16	@16
Heavy Fores.....	@8	@8
Light Fores.....	@12	@13
Mutton Legs.....	@17	@17
Mutton Loins.....	@15	@12
Mutton Stew.....	@10	@10
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Pork Loins, 8@10 lbs. av.....	@14 1/2	@23
Casals.....	@16	@17
Skinned Shoulders.....	11 1/2 @12	16 @17
Tenderloins.....	40 @50	@60
Spareribs.....	10 1/2 @11	@16
Leaf Lard.....	@10 1/2	@13
Back Fat.....	@14 1/2	@21
Boston Butts.....	13 1/2 @14 1/2	@17
Hocks.....	14 @15	@17
Tails.....	@15	@16
Neck Bones.....	@6	@6
Skin Bones.....	@12	@12
Blade Bones.....	@15	@15
Pigs' Feet.....	@8	@8
Kidneys, per lb.....	@9	@9
Livers.....	5 1/2 @6	@5 1/2
Brains.....	@14	@15
Shank.....	@6	@6
Shank.....	@9	@9
Heads.....	@10	@10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@26
Country style sausage, fresh in link.....	@19
Country style sausage, fresh in bulk.....	@17
Mixed sausage, fresh.....	@22
Frankfurts in sheep casings.....	@21
Frankfurts in hog casings.....	@21
Bologna in beef bungs, choice.....	@16 1/2
Bologna in cloth, paraffined, choice.....	@17
Bologna in beef middles, choice.....	@17
Liver sausage in hog bungs.....	@24
Liver sausage in beef rounds.....	@12
Head Cheese.....	@15
New England luncheon specialty.....	@24
Minced luncheon specialty.....	@19
Tongue sausage.....	@22
Blood sausage.....	@17
Polish sausage.....	@17
Souse.....	@15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51
Thuringer Cervelat.....	@26
Farmer.....	@31
Holsteiner.....	@30
B. C. Salami, choice.....	@48
Milano Salami, choice in hog bungs.....	@50
B. C. Salami, new condition.....	@42
Prissee, choice, in hog middles.....	@42
Genoa style Salami.....	@57
Pepperoni.....	@39
Mortadella, new condition.....	@26
Capicola.....	@51
Italian style ham.....	@51
Virginia hams.....	@53

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$6.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

## SAUSAGE MATERIALS.

Regular pork trimmings.....	7 @7 1/2
Work meat.....	@12
Extra lean pork trimmings.....	@12
Neck bone trimmings.....	@9
Pork cheek meat.....	@8
Pork hearts.....	@7 1/2
Native boneless bull meat (heavy).....	@15 1/2
Boneless chucks.....	@13 1/2
Shank meat.....	@12 1/2
Beef trimmings.....	@11 1/2
Beef hearts.....	@7 1/2
Beef cheeks (trimmed).....	@9 1/2
Dr. canner cows, 300 lbs. and up.....	@10 1/2
Dressed canners, 350 lbs. and up.....	@10 1/2
Dr. bologna bulls, 500/700 lbs.....	@12 1/2
Beef tripe.....	3 1/2 @4
Cured pork tongues (can trim.).....	@14

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)	
Beef Casings:	
Domestic rounds, 180 pack.....	@25
Domestic rounds, 140 pack.....	@38
Wide export rounds.....	@50
Medium export rounds.....	35 @36 1/2
Narrow export rounds.....	39 @40
No. 1 weasands.....	11 @15
No. 2 weasands.....	7 @7
No. 1 domestic bungs.....	23 @27
No. 2 bungs.....	14 @14
Regular middles.....	@11.10
Selected wide middles.....	2.25 @2.50
Dried bladders:	
12/15.....	@2.50
10/12.....	@1.75
8/10.....	@1.50
6/8.....	1.15 @1.25

Hog Casings:	
Narrow, per 100 yds.....	@3.25
Narrow, med., per 100 yds.....	2.50 @2.65
Mediums, per 100 yds.....	@1.90
Wides, per 100 yds.....	@1.50
Export bungs.....	35 @38
Large prime bungs.....	25 @27
Medium prime bungs.....	14 @20
Small prime bungs.....	10 @11
Small prime bungs.....	18 @18
Stomachs.....	60 @.08

Quotations for large lots. Smaller quantities at usual advance.

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

## BARRELED PORK AND BEEF.

Mess pork, regular.....	29.00
Family back pork, 20 to 34 pieces.....	31.00
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	27.00
Clear plate pork, 25 to 35 pieces.....	21.00
Brisket pork.....	22.00
Bean pork.....	22.00
Plate beef.....	29.00
Extra plate beef, 200 lb. bbls.....	30.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.60 @1.63 1/2
Oak pork barrels, black iron hoops.....	1.82 1/2 @1.87 1/2
Ash pork barrels, galv. iron hoops.....	1.80 @1.83 1/2
White oak ham tierces.....	@3.30
Red oak lard tierces.....	2.37 1/2 @2.40
White oak lard tierces.....	2.57 1/2 @2.60

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@25
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@21 1/2
Nut, 1 lb. cartons, f.o.b. Chicago.....	@17
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@16

## DRY SALT MEATS.

Extra short clears.....	@11 1/2
Extra short ribs.....	@11 1/2
Short clear middles.....	@12 1/2
Clear bellies, 18@20 lbs.....	@13
Clear bellies, 14@16 lbs.....	@13 1/2
Rib bellies, 20@25 lbs.....	@12 1/2
Rib bellies, 16@20 lbs.....	9 1/2 @12 1/2
Fat backs, 10@12 lbs.....	@9 1/2
Fat backs, 14@16 lbs.....	@11 1/2
Regular plates.....	@9
Butts.....	@8 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@22
Skinned hams, fancy, 16@18 lbs.....	@22 1/2
Standard regular hams, 12@14 lbs.....	@23
Picnics, 6@8 lbs.....	@16
Standard bacon, 10@12 lbs.....	@30 1/2
Standard bacon, 12@14 lbs.....	@30 1/2
Cooked hams, choice, skin on, surplus fat off.....	@32
Cooked hams, choice, skinned, surplus fat off.....	@33
Cooked hams, choice, skinless, surplus fat off.....	@34
Cooked picnics, skin on, surplus fat off.....	@24
Cooked picnics, skinned, surplus fat off.....	@25
Cooked loin roll, smoked.....	@36

## ANIMAL OILS.

Prime lard oil.....	15 @15 1/2
Extra winter strained.....	13 @13 1/2
Extra lard oil.....	12 @12 1/2
Extra No. 1 lard.....	11 1/2 @11 1/2
No. 1 lard oil.....	10 1/2 @10 1/2
No. 2 lard oil.....	10 @10 1/2
Acidless tallow oil.....	10 1/2 @11 1/2
Pure neatfoot oil.....	15 @15 1/2
Extra neatfoot oil.....	11 1/2 @12
No. 1 neatfoot oil.....	10 1/2 @11 1/2
20° CT neatfoot oil.....	17 1/2 @18 1/2

## LARD (Unrefined).

Prime, steam, cash, tierces.....	11.45
Prime, steam, loose.....	@10.65
Leaf, raw.....	@10.37 1/2
Neutral lard.....	@13.25

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	11.50 @11.75
Pure lard, tierces.....	11.50 @11.62
Compound.....	@12

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	16 @16 1/2
Oleo stocks.....	14 @15
Prime No. 1 oleo oil.....	15 @15 1/2
Prime No. 2 oleo oil.....	14 @14 1/2
No. 3 oleo oil.....	13 @13 1/2
Prime oleo stearine, edible.....	9 1/2 @9 1/2

## TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	@9 1/2
Prime packers, tallow.....	@8 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	8 @8 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	8 1/2 @7
Choice white grease, max. 4% acid, loose, Chicago.....	8 1/2 @9
B-White grease, max. 5% acid.....	8 @8 1/2
Yellow grease, 10-15 f.f.a.....	7 1/2 @7 1/2
Brown grease, 40% f.f.a.....	@6 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	7 1/2 @7 1/2
White, deodorized in bbls., c.a.f. Chicago.....	10 1/2 @10 1/2
Yellow, deodorized, in bbls.....	10 1/2 @10 1/2
Soap stock, 50% f.f.a., f.o.b.....	nom. @3 1/2
Corn oil, in tanks, f.o.b. mills.....	9 1/2 @9 1/2
Soya bean, seller's tank, f.o.b. coast.....	9 1/2 @9 1/2
Cocanut oil, seller's tank, f.o.b. coast.....	8 1/2 @8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @10 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$5.00 @5.25
Hoophead.....	3.25 @3.50
Ground fertilizer tankage, 10%.....	4.50 @4.75
Ground fertilizer tankage, 6 to 9%.....	4.00 @4.25
Ground raw bone, per ton.....	30.00 @32
Ground steam bone, per ton.....	28.00 @30
Unground steam bone, per ton.....	26.00 @28.00
Unground bone tankage, per ton.....	22.00 @24.00

## HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @185.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @135.00
No. 3 horns.....	75.00 @100.00
Horns, black and striped.....	40.00 @50.00
Horns, white.....	75.00 @80.00
Round shin bones, heavies.....	80.00 @90.00
Round shin bones, lights and med.....	55.00 @65.00
Heavy flats.....	55.00 @65.00
Light flats.....	47.50 @55.00
Thigh bones, heavies.....	90.00 @100.00
Thigh bones, light and med.....	85.00 @90.00
Buttock bones.....	50.00 @55.00



# Retail Section

## Meet the Meat Man

Here's where he tells you things that will help you to make more money.

## To Meet Chain Competition Some Ideas for the Dealer to Absorb When Business is Bad

By John C. Cutting\*

"Greetings to you, Michael," chirped the smiling Son of Erin, as he pushed through the glass-frosted door of O'Toole's Fancy Meat Market.

"And a tierce full of icicles to you," retorted the proprietor, as the packer salesman came forward and slipped him the Killarney grip.

"Am I wrong in disbelieving that you're handing out fans to your trade?" asked Cassidy.

"You are right in the assumption that I wouldn't do such a silly thing," the proprietor shot back at the salesman. "When you give away prime beef I'll present electric breezers to my best customers."

"Now we're even," commented Cassidy easily. "Of course, nobody is giving choice beef away, but the prices on pork amount to almost a free-will offering, I'm telling you. You know, pork has heating qualities, and you can make every customer his own little furnace——"

"Meat that heats——" laughed O'Toole.

"Meat that heats—and good to eat!" amended the salesman.

### Keep Your Window Clean.

"But all joshing aside," continued Cassidy, "look at this window. How do you expect customers with fat purses and empty stomachs to browse into your shop unless you let 'em know what's for sale. I've told you time and time again what that electric fan of yours would do for these windows on frosty mornings. Makes 'em as clear as a New England morning in June."

"Why are you bringing New England into this discussion?" asked the proprietor. "Haven't we always been buddies?"

"Yes, Michael, we have," answered the salesman. "I guess my thoughts were running to New England when I spoke."

"Don't forget the sap from maple trees also runs up there," added O'Toole, facetiously.

### Educating the Retailer.

"I'll take another tack, as the carpet-

layer said." The salesman was serious now. "I understand your retailer association is interested in the educational course, Michael."

"Oh, yes, in a way," the proprietor replied. "Some of the boys got some literature on it the other day. It means a lot of reading and studying, though."

"To be sure," was the salesman's retort. "Those merchandisers who control the destinies of the chain stores have done a pile of reading and research work in the last few years."

"That's why any one of them could tell you there's more veal eaten in New Orleans than any other city in the United States; and that more pork is eaten per capita in Grand Forks, North Dakota, although but 4% of the housewives in San Francisco gave the meat of the hog as their preference when interviewed by investigators——"

"You don't mean to tell me——"

"Yes, I do, and what's more, these merchandising executives realize that independent retail dealers who sell a large amount of meat at a small mark-up and comparatively low prices are the chains' worst competitors."

### How to Meet the Chain Stores.

"How do you make that out?" asked O'Toole. "And besides," as an afterthought from O'Toole, "what dealer wants to do a lot of business on a small mark-up?"

"That's just the trouble with a lot of you birds," cut in the salesman. "You'd rather make few sales and big mark-up, than many sales and a smaller mark-up——"

"Well, there's less work in that," answered the dealer crisply.

"And you're putting a crimp in the consumption of those products which

are your bread and butter," Cassidy shot back.

"Of course," added Cassidy, "and get me right on this, Michael, you can't put low prices on your meats unless you know your exact cost of doing business. If your overhead is high—and I think it is—you've got to make some cuts here and there."

### Where to Cut Expenses.

"Where do you think I can cut?" asked the proprietor.

"I think your delivery expense is too much," suggested the salesman. "You don't need that big delivery truck any more than I need an extra ear," said Cassidy.

"Why not get a motorcycle with a side package car. Get a young fellow to do this work. That man you've got is neither a meat cutter, and he's too good to deliver bundles. You could cut your prices a few cents and sell more meat and be a regular guy."

"Every time you talk like that, Dennis, my stomach gets all tied in knots."

"You'd better snap out of it, though. You're not living in the war days, when everybody wore silk shirts and street cleaners wore vests with white satin braid on them. These are normal times; salaries are normal, and consumers will divert more of their budget toward better radios and automobiles if you don't watch out."

"I'm late now, as it is. I'll make you up a nice little order and set it up on the afternoon delivery. Good bye, Michael."

"Well, I'll be ——!"

And the packer salesman was gone!

Another story of Cassidy and O'Toole will appear in an early issue.

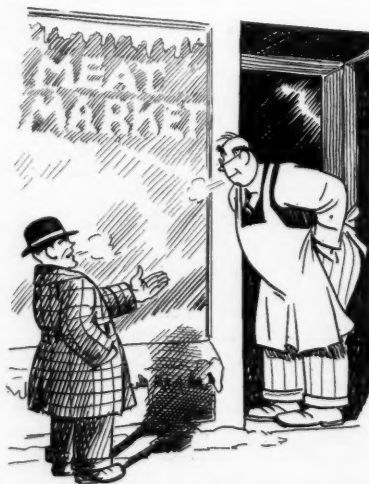
### RHODE ISLAND MEAT SALES.

Meat, poultry and fish establishments in Providence, Pawtucket, Central Falls and Cranston, R. I., made the second largest sales of any group covered in the census of distribution of these cities made by the U. S. Department of Commerce. The largest sales were made by 1,396 wholesale and retail grocery and delicatessen establishments.

Of the 412 meat, poultry and fish stores reporting, 24 are classed as wholesale and 388 as retail. The total sales of these 412 establishments in 1926 amounted to \$27,762,800.

The census covered 5,400 establishments of all kinds employing 29,829 persons with a total pay roll of \$33,875,900.

If meats get wet and slimy in your ice box, write to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.



O'TOOLE SEEMS TO BE FROZEN UP!

\*Director of Merchandising, Institute of American Meat Packers.

## NEWS OF THE RETAILERS.

Paul Johnson has purchased the Griggsville City Meat Market, Griggsville, Ill., from Frank Wright.

Ed C. Miller has purchased the East End Meat Market, Osage, Ia., from Vern Chlupach.

Virgil W. Smith has purchased the meat market at Granada, Minn.

F. A. Kemnitz will engage in the meat business at Redwood Falls, Minn.

H. J. Phillips will open a meat market on W. 10th St., Sioux Falls, S. D.

Tom Thompson has purchased the meat market of Henry Schmieder at Cuba City, Wis.

Frank Schuster & Sons Co., Milwaukee, Wis., have incorporated with a capital stock of \$25,000, to engage in the meat and grocery business. Incorporators: Frank Schuster, Lawrence Schuster, Raymond Schuster and Frank E. Schuster.

Dave Fogleman & Son have opened a meat market on East Main St., Cherryvale, Kans.

A. Magnus will engage in the meat and grocery business at Olathe, Kans.

J. N. Forehand will open a meat market at 771 Asp Ave., Norman, Okla.

B. W. Hammert, Jr., has purchased the Starr Meat Market, Cement, Okla., from Woods & Saylor.

Frank Rushford and Ray Randall have purchased the meat market of F. E. Harris & Son at Kamiah, Idaho.

W. W. Brown has purchased the meat market of John Fischer at Snoqualmie, Wash.

C. H. Bixler, Spokane, Wash., has incorporated in the meat business with a capital stock of \$25,000. Incorporators: James A. Brown and C. H. Bixler.

C. F. Healy has opened the Mt. Scott Public Market at 6344 Foster Rd., Portland, Ore.

R. J. Trumble & Son have purchased the meat business of W. C. Brock, Marysville, Wash.

Nashif Brothers will engage in the meat business at 1321 Hawthorne Ave., Portland, Ore.

J. A. Hoffman has sold his meat business at Shedd, Oregon, to C. E. Edler.

W. B. Hagey has purchased the meat business of Constantine's, Inc., at Astoria, Ore.

The Modern Markets, Inc., Elkhart, Ind., has been incorporated with a capital stock of \$100,000 by Robert L. Brennemann, Arthur Sears and Walter Schweizer.

H. R. Walter will open a strictly modern meat market in the R. W. Keyes Company's store at Waupun, Wis.

Harry Welscher will open a meat market at 2554 E. Johnson St., Madison, Wis.

The Cold Storage Market, Kamaiah, Idaho, has been purchased by Frank Rocheford and Roy Randall.

Archie Stevens has purchased the Grand Central Meat Market on North St., Taft, Cal.

White and Pickard, North Riverside Ave., Medford, Oregon, was damaged badly by fire recently.

The Ederle Meat Market, 110 Amsterdam Ave., New York, N. Y., was recently damaged by fire.

E. S. Emigh has purchased the Yelm Meat Market, Yelm, Washington.

E. H. Davies and Oliver Jackson have purchased the Fulton Market, Farmington, N. M.

The King Market, East Main St., W. Frankfort, Ill., was badly damaged by fire a short time ago.

E. C. Giltner and O. C. Utsler have opened the Peoples' Meat Market at Enid, Okla.

The Womble Meat Market, Waldo, Ark., has been purchased by M. Green and M. Stephens.

Joe A. Morett will open a new meat market in Washington, Ia.

Harry A. Eckert will open a new meat market at 1114 State St., Erie, Pa.

P. R. Dunn will conduct a meat market in Peterson's Grocery & Market, 5643 45th St., S. W. Seattle, Washington.

M. Mongold and M. P. Elmore will engage in the meat business at Three Forks, Mont.

J. L. Hutson has purchased the Clark & Owens meat market at Carthage, Ill.

The Leck Meat Market, Jacksonville, Ill., was recently destroyed by fire.

E. J. Johnson will open a meat market at 408 Kishwaukee St., Rockford, Ill.

C. B. Carroll will open a retail meat department in the Alford & Gore Store, Vandalia, Mo.

A retail meat department has been opened in Hensler's Grocery Store, Frazee, Minn.

Piggly Wiggly Stores, Inc., Duluth, Minn., have opened three meat markets in connection with stores already established in the city.

S. Katz, Waterloo, Ia., has purchased the Houlihan Meat Market, Manchester, Ia.

### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

#### LIVER EN CASSEROLE.

Few women know there are many appetizing ways of preparing liver other than frying or baking. Those of your customers who like this meat will appreciate knowing other ways of preparing it. Here is a receipt that many of these will be glad to have.

One-half lb. of pork liver chopped, two slices of bacon, one cup of tomato or brown sauce,  $\frac{1}{4}$  cup of uncooked rice, 1 tablespoon of pure lard, 1 teaspoon of dried celery,  $\frac{1}{4}$  teaspoon salt, 1 tablespoon chopped green pepper, one sliced onion,  $\frac{1}{8}$  teaspoon pepper.

Wash, pare and cube the vegetables, boil them for 20 minutes and place in a casserole with the stock in which the vegetables have been cooked. Add flour mixed with cold water. Cover vegetables with the liver which has been cut into pieces, salt and pepper and sear. Cover dish and bake in a slow oven for one hour.

## JANUARY MEAT REVIEW.

The fresh pork trade was fair, during the month just closed, with a good demand and lower wholesale prices, according to the January review of the meat and livestock situation made by the Institute of American Meat packers. Smoked meat prices were about steady, with a firmer tendency toward the close of the month, but were well below the levels which prevailed a year ago.

Beef prices remained near the level of the previous month. The demand was slow as a result of the continued high level of cattle prices.

The export trade in meats was again slow. There was a fair demand for hams and picnics during the first part of the month, from the United Kingdom. With the continued heavy supply of Danish meats and ample Continental offerings, the movements of American Cumberlands and Wiltshires to the United Kingdom, however, were exceedingly small. The trade in other meats was dull, with declining prices. The lard trade was fair, but prices were unsatisfactory.

On the Continent, the trade for shipment was dull. There was a small demand for fat backs and only a fair trade in lard from stocks previously landed.

Following a break in fresh pork prices in the domestic market after the first week of the month, the demand increased and remained strong for the rest of the month. Consumers are being attracted by the present low prices for both fresh and smoked pork products.

Smoked hams sold well and stocks moved out nicely. The boiled ham business was fairly good.

The trades in dry salt pork was fair for this time of the year, and was better than a year ago as a consequence of the lower prices.

The domestic lard trade was good with little change in prices.

Hog operations during the month were conducted at a cutting loss.

Cattle receipts at the principal markets for the month were about the same as in the previous month, but were considerably less than a year ago. There was a decided shortage of heavy finished cattle. Prices remained steady during the first part of the month, with a decided tendency for the better grades to sell lower toward the close.

There was very little, if any, change in the dressed beef market, which continued slow throughout the month. Both cattle and beef prices remained near the post-war record reached during December.

The demand for hides exceeded production and prices remained unchanged. The quality was somewhat lower as is usual at this time of the year.

Sheep and lamb receipts for January showed a fair increase over the previous month. The live market was about steady the first part of the month, but strengthened and showed a good advance toward the close. Buyers showed a strong preference for light and handy-weight lambs.

The demand for dressed lambs was only fair during this period, considering the liberal supply.

# New York Section

## AMONG RETAIL MEAT DEALERS.

An open non-members meeting and ladies' night was held by the Jamaica Branch, New York State Association of Retail Meat Dealers, on January 24th, at which more than 250 people were present. An elaborate spread was served at the Jamaica Saengerbund Hall and W. Weil was toastmaster of the evening. President Chris Roesell extended a welcome to those present. State president George Kramer spoke on the work being accomplished by the association and the benefits accruing to every retailer from being a member of some branch of the organization; he also spoke on the plans being worked out for the betterment of all members of the association. J. Harrison of the South Brooklyn Branch spoke on organization and its many benefits, concluding in his usual witty manner. Swift & Company exhibited two very interesting educational films. Many applicants for membership signed on the dotted line. Dancing followed the entertainment.

On Wednesday of last week the Ladies' Auxiliary had a very pleasant

social afternoon, which was in the form of a lentil party, for which Mrs. Geo. Anselm and Mrs. O. Schaefer were the hostesses. Prizes were awarded to Mrs. Wertheimer and Mrs. Paul for the highest score and Mrs. Schmelzer and Mrs. William Kramer for the lowest. A letter of sympathy was sent to Mrs. Moe Loeb. A luncheon and card party will be given on Wednesday, February 15th, in the Food Craft Shop, 2 West Forty-sixth Street. The admission for both luncheon and cards is \$1.00 and the ladies will be glad to welcome non-members also.

Her many friends in the trade will be glad to learn that Mrs. Frank P. Burck is recuperating at her home, after a stay of more than three weeks at the hospital.

The next meeting of Ye Olde New York Branch on February 7th will be entirely given over to memorial services for the late Moe Loeb. The following meeting, February 21, will have an educational program with good speakers and a meat cutting demonstration. Three pieces of four rib

chuck of lamb will be cut each in a different style of roast applicable to various neighborhoods.

Rosetta VanGelder, the pretty daughter of Mr. and Mrs. David VanGelder, had a birthday on January 20, which she celebrated on Jan. 24th by graduating from the New Utrecht High School. Among the gifts received is a trip to Europe with her parents next June.

The stage is set and practically all the arrangements are completed for the interbranch dinner and dance of ten combined branches in Greater New York of the Retail Meat Dealers Association. It will be held at the Hotel Astor on Sunday, February 12th, and from present indications will be one of the largest gatherings of retailers held in some time. There will be two orchestras dispensing music practically all evening, and these will be stationed so as to be heard from all parts of the large ballroom. A number of door prizes, any one of which is of exceptional value, have been donated, and will be awarded on that evening.

## NEW YORK NEWS NOTES.

W. R. Grove, of the Wilson-Martin Company, Philadelphia, was a visitor to the city this week.

J. K. Fisher, provision department, Swift & Company, New York, is spending the week in Chicago.

J. J. Wilke, head of the margarine department, and F. W. Kurk, laboratory department, Wilson & Company, Chicago, were in New York during the week.

Charles Eickel, assistant general superintendent, and R. H. Maxson, industrial survey department, Armour and Company, Chicago, were visitors to the city this week.

The sympathy of the trade is being extended to Miss Gertrude Clancy, with the John H. Burns Company, upon the loss of her sister, who passed on this week. Miss Helen Clancy, who has been ill for some time, made such a brave fight for her young life that her untimely death is doubly tragic.

The seventh annual reception and dance of the Adolph Gobel's Employees' Mutual Welfare Society will be held on Washington's Birthday eve at Trommers, Bushwick Avenue and Conway St., Brooklyn. This affair always brings out a large gathering, and is considered in the light of a reunion of friends in the trade. W. F. Browne is chairman and Anton Rabot is president.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending January 28, 1928: Meat—Brooklyn, 102 lbs.; Manhattan, 1,265 lbs.; Queens, 70 lbs.; total, 1,437 lbs. Fish—Brooklyn, 155 lbs. Richmond, 5 lbs. Total, 160 lbs. Poultry and game—Manhattan, 801 lbs.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Feb. 2, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$22.50@24.50		\$22.50@24.50	\$23.00@24.00
Good	19.50@22.50	22.00@24.00	20.00@23.00	21.00@23.00
STEERS (Lt. & Med. Wt., 700 lbs. dn.):				
Choice	20.50@23.00		22.00@24.00	23.00@24.00
Good	18.50@20.50	21.00@22.50	19.50@22.50	21.00@22.00
STEERS (All Weights):				
Medium	16.00@18.50	20.00@21.50	17.00@19.50	
Common	14.00@16.00	19.00@20.00	16.50@17.50	
COWS:				
Good	15.50@17.00	17.00@18.00	17.00@18.50	17.00@18.00
Medium	14.00@15.50	15.50@17.00	16.00@17.00	15.00@16.00
Common	12.50@14.00	14.50@15.50	15.00@16.00	13.00@14.00
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice	22.00@24.00		26.00@29.00	23.00@24.00
Good	20.00@22.00	20.00@23.00	25.00@27.00	21.00@23.00
Medium	18.00@20.00	18.00@20.00	22.00@25.00	18.00@20.00
Common	16.00@18.00	16.00@18.00	19.00@21.00	15.00@17.00
<b>CALF CARCASSES (2):</b>				
Choice				
Good				
Medium				
Common				
<b>Fresh Lamb and Mutton:</b>				
LAMB (30-42 lbs.):				
Choice	24.00@25.00	24.00@25.00	23.00@26.00	25.00@26.00
Good	23.00@24.00	23.00@24.00	22.00@24.00	23.00@25.00
LAMB (42-55 lbs.):				
Choice	20.00@24.00	21.00@23.00	21.00@24.00	22.00@24.00
Good	19.00@23.00	20.00@22.00	20.00@23.00	20.00@22.00
LAMB (All Weights):				
Medium	20.00@23.00	19.00@21.00	19.00@22.00	20.00@22.00
Common	19.00@22.00		18.00@21.00	
MUTTON (Ewes):				
Good	13.00@15.00	14.00@16.00	13.00@15.00	13.00@15.00
Medium	11.00@13.00	12.00@14.00	11.00@13.00	12.00@13.00
Common	9.00@11.00	10.00@12.00	10.00@11.50	11.00@12.00
<b>Fresh Pork Outs:</b>				
LOINS:				
8-10 lbs. av.	14.00@16.00	15.00@16.50	17.00@18.00	16.00@18.00
10-12 lbs. av.	13.50@15.50	15.00@16.50	16.00@18.00	16.00@17.00
12-15 lbs. av.	13.00@15.00	14.00@15.00	15.00@16.50	14.50@16.00
15-18 lbs. av.	12.50@14.00	13.50@14.50	14.00@15.50	13.50@14.50
18-22 lbs. av.	12.00@13.00	12.50@13.50	13.00@14.50	13.00@14.00
SHOULDERS:				
N. Y. Style—Skinned	10.50@12.00		12.00@14.00	11.50@14.00
PICNICS:				
4-6 lb. av.		12.50@13.50	12.00@14.00	12.00@13.50
6-8 lb. av.		12.50@13.50	11.50@13.00	
BUTTS: Boston Style	13.00@15.00		15.00@17.00	15.00@17.00
SPARE RIBS: Half Sheets	10.00@12.00			
TRIMMINGS:				
Regular	6.50@8.00			
Lean	12.50@14.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.



## MR. PACKER and MR. PROVISION DEALER—

Did it ever occur to you that you can realize an Additional Profit handling the well known

**"GONG BRAND"**

*South American Corned Beef?*

This brand is produced by the OXO Company (Liebig) Buenos Aires, and represents the finest quality of Corned Beef packed in South America.

This beef is tender, juicy, of delicious flavor, and well-proportioned as to lean and fat. Particularly liked by the Butcher Trade for its fine slicing qualities.

*MAIL YOUR ORDERS and INQUIRIES to*

## Argentine Beef Company

Union Stock Yards

Chicago, Ill.

### WORLD'S LARGEST MEAT PLANT.

What is said to be the largest abattoir in the world is now under construction at Buenos Aires, Argentina. It is the new municipal abattoir of the city of Buenos Aires, and is to replace the old and out-of-date plant so long in operation.

In many countries outside the United States municipal or state abattoirs are necessary to take care of local slaughtering. Local taste in Argentina, for example, demands the slaughter and sale of meat for consumption the same day. Such meat-eaters would not take the product of a modern packing plant, after chilling and processing as is familiar in American practice.

The engineering and equipment work on this municipal abattoir and freezer for the city of Buenos Aires was done by Fred. H. Walton of Buenos Aires, who is now in the United States to complete purchase of equipment. Mr. Walton, who is well-known to American packinghouse men, is a packing-

house and refrigeration engineer connected with the Foundation Company of New York. He is the son of F. H. T. Walton, many years ago an Armour operating executive, and now head of the new Frigorifico Nacional plant at Callao, Peru, which plant was recently described and illustrated in THE NATIONAL PROVISIONER.

The plant, which is to have a capacity of 4,000 cattle, 6,000 sheep and 2,000 hogs per day, is to be equipped

throughout by the Mechanical Manufacturing Co. of Chicago.

### MODERN ABATTOIR AT RIGA.

A new export slaughterhouse built by the Konsum Packing Co., Riga, Latvia, was opened on December 14, 1927, according to cable dispatches to the U. S. Department of Commerce. This is the second built by this company, and during the opening festivals it was stated that this slaughterhouse was the most up-to-date in Europe.



Operating 204 Meat Markets in Brooklyn and throughout Long Island, offers wonderful opportunities to live-wire men. Must understand meat merchandising.

**Main Office: Metropolitan and Flushing Aves.,  
BROOKLYN, N. Y.**

## George Kern, Inc.

Manufacturers of

*High Grade Bologna, Sausages, Hams, Bacon, Pure Lard*

## Wholesale Provisioners

11th Ave., 40th to 41st Sts.  
NEW YORK CITY

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, prime, 100 lbs.	\$15.00@15.25
Cows, medium	5.00@ 8.00
Bulls, light to medium	7.00@ 8.25

## LIVE CALVES.

Calves, veals, prime, 100 lbs.	\$17.50@18.00
Calves, com. to med., per 100 lbs.	12 @ 15

## LIVE SHEEP AND LAMBS.

Lambs, prime 100 lbs.	\$14.50@15.00
Lambs, culls, 100 lbs.	11.00@12.00

## LIVE HOGS.

Hogs, heavy	@ 8.50
Hogs, medium	@ 8.25
Hogs, 120 lbs.	@ 9.00
Roughs	@ 7.00
Good Roughs	@ 7.50

## DRESSED HOGS.

Hogs, heavy	@13.00
Hogs, 180 lbs.	@13.50
Pigs, 80 lbs.	@14.00
Pigs, 80-140 lbs.	@13.50

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	25 @ 26
Choice, native light	25 @ 26
Native, common to fair	22 @ 24

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	22 @ 24
Native choice yearlings, 400@600 lbs.	24 @ 25
Western steers, 600@800 lbs.	19 @ 20
Texas steers, 400@600 lbs.	16 @ 18
Good to choice heifers	22 @ 24
Good to choice cows	16 @ 17
Common to fair cows	14 @ 15
Fresh bologna bulls	@12ap

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @ 25	32 @ 38
No. 2 ribs	21 @ 23	25 @ 31
No. 3 ribs	18 @ 20	20 @ 24
No. 1 loins	29 @ 32	40 @ 44
No. 2 loins	26 @ 29	34 @ 38
No. 3 loins	23 @ 26	30 @ 33
No. 1 hinds and ribs	24 @ 26	32 @ 32
No. 2 hinds and ribs	21 @ 23	23 @ 27
No. 3 hinds and ribs	21 @ 22	20 @ 22
No. 1 rounds	19 @ 20	21 @ 22
No. 2 rounds	18 @ 19	19 @ 20
No. 3 rounds	17 @ 18	17 @ 18
No. 1 chuck	19 @ 20	20 @ 22
No. 2 chuck	16 @ 18	17 @ 19
No. 3 chuck	13 @ 15	15 @ 16
Bolognas	@ 6	14 @ 15
Rolls, reg., 6@8 lbs. avg.	22 @ 23	23 @ 23
Rolls, reg., 4@6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4@6 lbs. avg.	60 @ 70	60 @ 70
Tenderloins, 5@8 lbs. avg.	80 @ 90	80 @ 90
Shoulder clods	10 @ 11	@11

## DRESSED CALVES.

Prime	24 @ 25
Choice	21 @ 23
Good	19 @ 20
Medium	15 @ 18

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	25 @ 26
Good lambs	24 @ 25
Lambs, poor grade	20 @ 22
Sheep, choice	15 @ 16
Sheep, medium to good	12 @ 14
Sheep, culls	8 @ 10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	20 1/2 @ 21
Hams, 10@12 lbs. avg.	20 @ 20 1/2
Hams, 12@14 lbs. avg.	19 1/2 @ 20
Picnics, 4@6 lbs. avg.	14 @ 15
Picnics, 6@8 lbs. avg.	13 1/2 @ 14 1/2
Rollettes, 6@8 lbs. avg.	14 1/2 @ 15 1/2
Beef tongue, light	26 @ 28
Beef tongue, heavy	30 @ 32
Bacon, boneloss, Western	24 @ 25
Bacon, boneloss, city	19 @ 20
Pickled bellies, 8@10 lbs. avg.	18 @ 18 1/2

## FANCY MEATS.

Fresh steer tongues, untrimmed	28c a pound
Fresh steer tongues, l. c. trim'd	38c a pound
Sweetbreads, beef	65c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	8c each
Livers, beef	30c a pound
Ortalls	18c a pound
Beef hanging tenders	28c a pound
Lamb fries	10c a pair

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	@17
Pork tenderloins, fresh	@20
Pork tenderloins, frozen	@45
Shoulders, city, 10@12 lbs. avg.	@15
Shoulders, Western, 10@12 lbs. avg.	@14
Butts, boneloss, Western	@18
Butts, regular, Western	@16
Hams, Western, fresh, 10@12 lbs. avg.	@19
Hams, city, fresh, 6@10 lbs. avg.	@21
Picnic hams, Western, fresh, 6@8 lbs. average	@13
Pork trimmings, extra lean	@20
Pork trimmings, regular, 50% lean	@11
Spare ribs, fresh	@14

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pos.	@ 75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.300.00@325.00	
Horns, avg. 7 1/2 oz. and over, No. 2s.250.00@275.00	
Horns, avg. 7 1/2 oz. and over, No. 3s.200.00@225.00	

## BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4 1/2
Edible suet	@ 7
Cond. suet	@ 5 1/2

## SPICES.

	Whole.	Ground.
Allspice	19	22
Cinnamon	16	19
Cloves	20	25
Coriander	12	15
Ginger	15	15
Mace	1.05	1.15
Nutmeg	18	18
Pepper, black	38	42
Pepper, Cayenne	40	44
Pepper, red	35	35
Pepper, white	51	55

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	.33	3.60	3.95	4.15	5.30
Prime No. 2 Veals	.31	3.40	3.70	3.90	5.05
Buttermilk No. 1	3.00	3.25	3.60	3.80	....
Buttermilk No. 2	2.80	3.05	3.35	3.55	....
Branded Gruby	.19	2.10	2.35	2.55	3.30
Number 3	....	At Value	....	....	....

## CURING MATERIALS.

		Dbl. Bags
In lots of less than 25 bbls.	Bbls. per lb.	
Double refined saltpetre, granulated	6c	5 1/2 c
Double refined saltpetre, small crystal	7 1/2 c	7 1/2 c
Double refined large crystal saltpetre	8 1/2 c	8 1/2 c
Double refined nitrate soda	4c	3 1/2 c
In 25 barrel lots:		
Double refined saltpetre, granulated	5 1/2 c	5 1/2 c
Double refined saltpetre, small crystal	7 1/2 c	7 1/2 c
Double refined saltpetre, large crystal	8 1/2 c	8c
Double refined nitrate soda, granulated	3 1/2 c	3 1/2 c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	@ 27
Western, 48 to 54 lbs. to dozen, lb.	@ 28
Western, 43 to 47 lbs. to dozen, lb.	@ 28
Western, 36 to 42 lbs. to dozen, lb.	@ 24
Western, 30 to 35 lbs. to dozen, lb.	@ 22
Fowls—fresh—dry pkd.—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@ 30
Western, 48 to 54 lbs. to dozen, lb.	@ 31
Western, 43 to 47 lbs. to dozen, lb.	@ 30
Western, 36 to 42 lbs. to dozen, lb.	@ 27
Western, 30 to 35 lbs. to dozen, lb.	@ 25
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@ 27
Western, 55 to 60 lbs. to dozen, lb.	@ 28
Western, 43 to 47 lbs. to dozen, lb.	@ 27
Western, 30 to 35 lbs. to dozen, lb.	@ 21
Ducks—	
Long Island, prime	24 @ 25
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	80 @ 85
Prime, dark, per dozen	2.50 @ 3.50

## LIVE POULTRY.

Fowls, colored, per lb., via express	.25 @ 25
Geese, via express	.25 @ 25
Turkeys	.30 @ 30
Pigeons, per pair, via freight or express	@ 45

## BUTTER.

Creamery, extras (92 score)	@ 47 1/2
Creamery, firsts (90 to 91 score)	@ 46
Creamery, seconds	41 1/2 @ 41 1/2
Creamery, lower grades	40 @ 41

## EGGS.

Extras, gathered	@ 47
Extra firsts	46 @ 46 1/2
Firsts	44 1/2 @ 44 1/2
Checks	37 @ 38

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 1.6
Ammonium sulphate, double bags, per 100 lbs. f. a. s. New York	@ 1.6
Blood, dried, 15-16% per unit	@ 1.6
Fish scrap, dried 11% ammonia, 10% B. P. L. f. o. b. fish factory	Nominal
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.90 @ 4.90
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f. o. b. fish factory	Nominal
Soda Nitrate, in bags, 100 lbs. spot	@ 2.3
Tankage, ground 10% ammonia, 15% B. P. L. bulk	5.00 @ 5.00
Tankage, unground, 9@10% ammonia	4.50 @ 4.50

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@ 2.9
Bone meal, raw 4 1/2 and 50 bags, per ton	@ 2.9
Acid phosphate, bulk, f. o. b. Baltimore, per ton, 16% flat	@ 1.6
Potash.	
Manure salt, 20% bulk, per ton	@ 1.6
Kainit, 12.4% bulk, per ton	@ 1.6
Muriate in bags, basis 80%, per ton	@ 3.4
Sulphate in bags, basis 80%, per ton	@ 4.7

#### Beef.

Cracklings, 50% unground	@ 1.6
Cracklings, 60% unground	@ 1.6
Meat Scraps, Ground.	
50%	@ 7.0
55%	@ 7.0

## Emil Kohn, Inc. Calfskins

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